STATIONERS' AND MANUFACTURERS' CONVENTION REVIEW

$1.50 Per Year
5 YEARS for $5.00

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FOREIGN MAIL 20 CTS.

AUGUST, 1907

OFFICE APPLIANCES

A Monthly Magazine
Edited
by
GEO. H. PATTERSON
EDWARD C. THURNAU

Reviewing

the field of Typewriters, Adding Machines, Time and Cash Recorders, Loose Leaf Devices, Office Furniture, Supplies and Specialties

Devoted to the INTERESTS of all MAKERS SELLERS and USERS of MODERN OFFICE DEVICES

Guiding

the interests of Manufacturers, Commercial Stationers, Office Appliance Dealers, Salesmen and Consumers, and Reporting New Inventions

VOL. VI

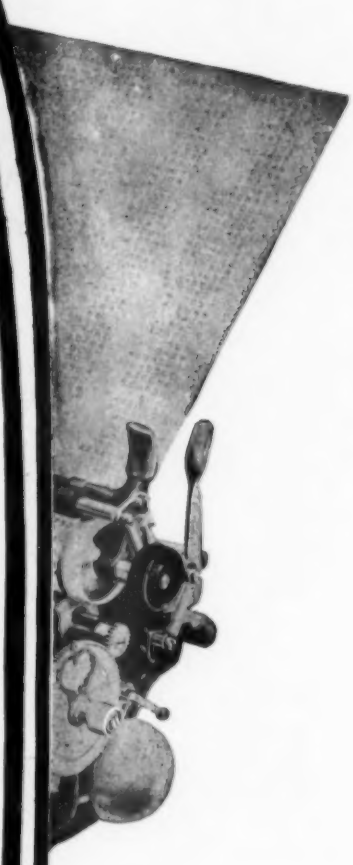
THE OFFICE APPLIANCE COMPANY
303 DEARBORN STREET
SUITE 804 - 805 - 806 CHICAGO
Eastern Branch · 1901 Tribune Bldg · New York

No. 3

TRADE MARK REG · NOV 1905

"With the KEY on the Cover"

1441 Burroughs Sold in June!



¶ The biggest month in the history of the Burroughs Adding Machine Company, with one exception, was June—June, the month of wintry weather, alarming crop reports and dull business conditions.

¶ The Burroughs never takes a step backward. Its sales have never been entirely at the mercy of general trade conditions. The only question has been how to build more machines and train enough good salesmen to carry the Burroughs message to the 350 different lines of business which use the Burroughs Bookkeeping Machine.

¶ Since Burroughs' invention was first placed on the market, its production and sale have grown year by year. There are today (Aug. 1st, '07) 54,834 Burroughs in use. Uncle Sam uses nearly 450 of these machines to do his bookkeeping in all parts of the world. Sales are made every day to very small retail establishments.

¶ The business man who overlooks the Burroughs as a factor in his business is out of line with the best of modern development.

¶ For useful information about the application of the Burroughs Bookkeeping Machine to specific lines of business, address the Business Systems Department.

BURROUGHS ADDING MACHINE COMPANY

67 Amsterdam Ave., Detroit, Michigan

STRATHMORE

Typewriter Papers and Manuscript Covers

A Good Live Line for Dealers who believe in a Moving Stock, a Stock that Resells Itself, and who also believe that Reliable Goods are an asset to a business.

STRATHMORE is all that and more. Every sale at the listed prices allows a good margin for the business, a square deal for the consumer and our guarantee stands back of the goods.

STRATHMORE is carried in three grades, two sizes and four weights in each, plain and margin ruled, and four colors in this Manuscript Covers, all in the popular Linen finish. There is such a variety that you can suit all tastes and needs.

ASK US OR YOUR WHOLESALER FOR THE SAMPLE BOOK AND DEALERS' DISCOUNT.

MITTINEAGUE PAPER COMPANY

MITTINEAGUE, MASS., U. S. A.

MAKERS OF

"STRATHMORE QUALITY" PAPERS

Typewriter users everywhere have been educated to demand the highest grade of typewriter supplies.

Remtico Typewriter Supplies

Manufactured by the

Remington Typewriter Company
(Incorporated)

Are recognized by users of writing machines the world over as the highest grade goods on the market.

The leading **Remtico** goods are PARAGON RIBBONS and PARAGON and RED SEAL CARBON PAPERS

Remington Typewriter Company
(INCORPORATED)
325-327 Broadway, New York, N. Y.

"You can fool all of the people some of the time, and some of the people all of the time, but you can't fool all of the people all of the time."

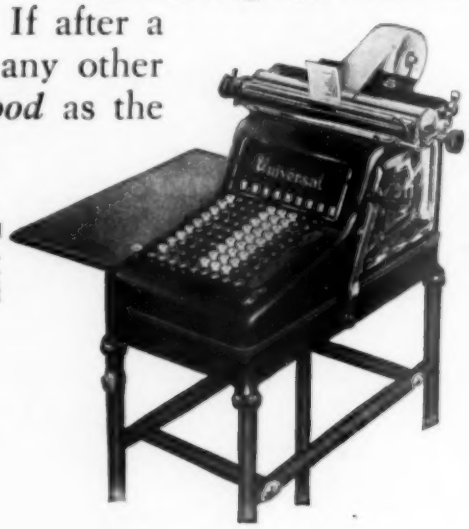
It is a fact that in 75 cases out of every 100 where the

Universal ADDING MACHINE

"Prints Red Totals"

is placed side by side with other adding machines in competition for business, the Universal gets the order.

If three-fourths of the men select the Universal after they have had an opportunity to make a careful comparison of it with other adding machines don't you think it worth your while to try a Universal before you buy *any* adding machine? We will gladly furnish the Universal for you to test thoroughly, without cost or obligation on your part. If after a thorough trial you think there is any other adding machine that is *even as good* as the Universal ask us to take ours away.



We have prepared a very complete booklet explaining in detail the construction and uses of the Universal Adding Machine. Perhaps this booklet will suggest some uses to which an adding machine could be put in your office which have never occurred to you. Will be glad to send it to you.

Universal ADDING MACHINE CO.

3823 Laclede Ave., St. Louis

Branch agencies in all principal cities.

FOR TYPEWRITER DEALERS ONLY

AND IT MIGHT BENEFIT OTHERS TO READ THIS PAGE

You constantly take old typewriting machines as part payment for new ones.

Occasionally you can repair them, but more often you can't.

You can beat that repair idea all to pieces.

Let us tell you how we do it.

We will take that old wreck of a machine; we will pull it to pieces; we will install new parts where needed; we will refinish all parts and assemble them. That constitutes a bona fide case of rebuilding the machine; and when we are through we guarantee that the machine is absolutely O. K. and gilt edge in every particular.

Mind you, we don't just tinker with the machine; we rebuild from the bare frame up. Every part is closely inspected and if found to be in the very least degree defective or worn we take no chance, but replace it with a new part.

This minute inspection of each and every detail results in a machine that is just as good as a new one, and sells for a whole lot less.

Now, what does this mean to you?

It means that you can let us rebuild your old machines, and when you get them back, with our guarantee that they are O. K., you can resell them with the assurance that they **are** all right and that they will give satisfaction.

Suppose you allow $25.00 for an old machine as part payment for a new one.

And suppose you have us rebuild that old one, and suppose we charge you in the neighborhood of $10.00 for the work.

That would mean that you would have a machine practically as good as new for about $35.00.

Now, if you sell this machine for only $50.00 instead of about $60.00 (which is not at all impossible) for as a matter of fact the machine will be worth it, that would leave you a handsome profit for which you hardly had to turn over your hand.

This all means that by having us rebuild the machines you have no work, no worry, no investment, and that you get your machines back with our guarantee that they are O. K.

We carry thousands of dollars worth of parts, have the most improved tools and methods, and all those who have tried the experiment of having us do their rebuilding work are very much satisfied, which is demonstrated by continued re-orders.

We maintain a large plant exclusively for this rebuilding work and it is equipped with the latest and best machinery, all of which is at your disposal for a mere song. In seven cases out of ten most of you who have repair shops are running them at a loss, you'll find, if you figure up close, including all "ifs" and "ands"; so why not use our plant?

Mind you, you have no investment, no shop expense and you get the larger money profit.

We have constantly on hand rebuilt machines of all kinds which we offer, fully guaranteed, at prices really less than they are worth.

We sure would like to hear from any dealer that is sufficiently interested in the foregoing to investigate our claims. Don't say there's nothing to it. Others have said that same thing, but to-day they use our plant. They investigated and found out that what we said was true. Delay means money lost, so do it now.

Just drop a line to J. E. Grady, General Manager Rebuilt Typewriter Company, 39 Dearborn Street, Chicago, Ill., U. S. A., and he will send you fuller particulars and some hard, cold typewriter facts.

The Definition:
When we say "Typewriter Papers" we mean everything for the typewriter.
When we say "Berkshire Typewriter Papers" we mean linens, bonds, vellums, —the finest grade of letter-head papers, with envelopes to match.
We mean papers exactly suited to the needs of Architects, Lawyers, Public Stenographers, and all business houses, papers so thin that 25 copies can be made at one time, and others made especially for mimeograph work.
Our line is a great profit maker and always pleases.
Eaton-Hurlbut Paper Company
Pittsfield, Mass.
Berkshire
Typewriter Paper

Important Announcement to Stationers

Realizing that many of the manufacturing Stationers and Specialty Concerns of the U. S. are not able to appropriate a large sum for sales and promotion work, and therefore not able to enter the national business shows of New York and Chicago on the same plane of the larger concerns,

We have established and set aside a portion of the ground floor space in both the Madison Square Garden, New York, and Coliseum, Chicago

TO BE KNOWN AS

THE STATIONERS' SECTION

This section is comprised of spaces which range in price of from $25.00 to $40.00 each, with **Two Outside Aisles** on each space, thus affording a splendid display and selling opportunity.

With the space item reduced to this minimum there is not a stationery or specialty manufacturer who cannot better afford to GO IN THAN STAY OUT of the

NATIONAL BUSINESS SHOWS

(New York, Oct. 12-19; Chicago, Nov. 9-16)

As these spaces are limited, and as their announcement has been already appreciated by many of the trade who have signed up, you will do well to

ACT ON IT TO-DAY.

Write for diagrams, particulars and other data.

NATIONAL BUSINESS SHOW COMPANY

Park Row Building, New York City.

Good EXERCISE for A STRONG ARM & Good CARBON Paper for LARGE PROFITS

That's why we say—and say it o'er and o'er

IT'S BEST TO SELL ALWAYS **VACUO=STATIC** CARBONS and RIBBONS

CARBONS

Many carbon paper makers spend their time scheming on how to save money in the factory end, trusting to salesmanship alone—rather than quality of goods—to move their product and load up the dealer.

WE WORK THE OTHER WAY. We spend both our time and money constantly improving things all down the line. FOR EXAMPLE: Note the way we pack our Carbon Paper. See the 9 TABS at right edge of box. Each holds 12 sheets, 108 to the box. It enables QUICK SELLING—NO COUNTING OR HANDLING OF SHEETS. Also handy in stock taking. And all users prefer our COLLAPSIBLE LID FEATURE.

RIBBONS

Our Ribbons are made of the very best cloth we can buy, and we have a process for inking that is all our own. It is this process that has made our typewriter ribbons STICK after they are once introduced.

Our "WEAREBEST" Ribbons are packed in a celluloid capsule (see cut above). Our "WEAREBEST" and XX CENTURY Brands are good as gold. They give an amount of satisfaction obtainable from no other brand because of their strength, clarity and long life. You'll find that they will stand behind you and bring you repeat orders for years after you've made the first sale.

ASK FOR OUR FREE SAMPLES AND TRADE PRICES

Do you get our little monthly magazine, the CARBON RIBBON Review? It's free, ask for it.

Vacuo-Static Carbon Company

106 Platt Street, ROCHESTER, N. Y., U. S. A.

REBUILT TYPEWRITER CO.
Western Distributors
39 Dearborn Street CHICAGO

Export Trade Solicited with all Foreign Dealers. We give you EXTRA attention.

BAKER-HOEY COMPANY
Pacific Coast Distributors
244 So. Broadway, LOS ANGELES, CAL.

Mr. Office Appliance Dealer

WHY DON'T YOU SELL SIMPLEX AUTOMATIC ENVELOPE SEALERS?

21" High Weighs 36 lbs. Base 12" by 13½"

We Guarantee

it against mechanical defects for one year. It's built for simplicity and long, hard usage. An unskilled operator or a "curious meddler" cannot injure the mail or break machine.

LOOK AT THE CUT

You place your mail in position at top, turn the crank, and it **comes out below all sealed and accurately counted, thus making a check on your postage stamps.**

Other sealers will seal CERTAIN shapes

THIS SEALS ANY STYLE OR SIZE

up to 11" long, 5" wide, from $\frac{1}{100}$ to ½ in. thick.

DEALERS AND AGENTS

We want a good, active, reliable representative IN EVERY CITY in the United States and Canada.

GET OUR PROPOSITION TO-DAY

IT MEANS MONEY FOR YOU

as we offer an unusual proposition to the right kind of men. REMEMBER, you don't have to **select your** envelopes to fit the machine. **It will take any style** up to 11" long, 5" wide, From $\frac{1}{100}$" thick to ½" thick, and it does the work.

THIS IS WHAT IT DOES FOR USERS:

1. Capacity 150 to 200 per minute.
2. **Will seal any size or shape** of envelope up to 11 inches long by 5 inches wide.
3. Will take **any thickness of enclosure from a thin sheet to a half inch.**
4. Will thoroughly moisten the gum on any style of flap.
5. Will seal more securely and more neatly than by hand.
6. **Mail need not be sorted for size or thickness.**
7. **Registers every envelope sealed.**
8. Strongly constructed, wearing parts being of hardened steel.
9. Cannot be turned backwards.
10. Does not require skilled operator—A boy will do.

It Differs from Other Sealers in That it is not a Toy but a Machine.

The Simplex Manufacturing Company

BRANCH OFFICES:
Adams Express Bldg., Chicago, Ill.
79 Milk Street, Boston, Mass.

Factory, Granby, Conn.

90 West Street, New York

THE WEBSTER STAR BRAND NON-FILLING TYPEWRITER RIBBONS TRADE MARK F. S. WEBSTER CO. BOSTON, MASS.

Many years ago—when we first unfurled these banners to the breezes of the trade—we were not so large or so well known as we are to-day—for now the

WORLD IS OUR FIELD

THE WEBSTER TRADE MULTI KOPY MARK CARBON PAPERS

We Had a Great Ambition to Fulfill

We not only wanted to make the largest sales but the best goods, and we decided then and there to stick to two resolutions:—

A Square Deal for the Dealer All the Time

and on top of that we decided to make our "trade marks" known the world over for

Webster Quality

We have lived up to those resolutions to the letter and to-day dealers all over the civilized world are supplying thousands upon thousands of business houses with **Multi-Kopy Carbon Paper and Star Brand Non-Filling Typewriter Ribbons,** goods that are *always reliable, always pleasing* the consumer; *always working for you.*

When You Place Your Order for Webster Quality Products you need have none of that feeling of uncertainty that a dealer often has when placing orders for goods that have not STOOD THE TEST OF TIME as our goods have. You know in advance—all the time that what you tell your customers about them is absolutely true, that WEBSTER QUALITY GOODS NEVER DISAPPOINT YOU OR THE CONSUMER.

"SQUARE DEAL"—and—"WEBSTER QUALITY"
are the two leading factors that are responsible for our

Increased Factory Facilities, for we have just recently practically Doubled Our Factory Floor Space

We are always glad to send
FREE SAMPLES TO ANY DEALER

Write Any Office

F. S. WEBSTER COMPANY

332-342 Congress St., Boston, Mass., U. S. A.

NEW YORK CHICAGO PHILADELPHIA PITTSBURG

PARIS BERLIN LONDON

FOR

LONG

HARD

UNDERWOOD
STANDARD
TYPEWRITER

WORK

UNDERWOOD TYPEWRITER COMPANY
NEW YORK OR ANYWHERE

FIRST NATIONAL
Business Show of the South

to be held at

ATLANTA, GEORGIA

(The Commercial Center of the South)

December 2nd to 7th, 1907, Inclusive

Where will be exhibited and practical demonstrations made of every conceivable labor-saving device and business system used in any office to over 200,000 interested business people and dealers from all parts of the SOUTH.

The object of this show is to enlarge and upbuild the office appliance trade in all its branches among the business people of the SOUTH, to provide a medium for the display of the new developments and advancements in new appliances and "short cuts" to familiarize the general trade and the public with the countless devices and systems producing a saving of time and labor in their business, to furnish publicity of the most valuable kind and finally to bring the SOUTHERN BUYERS direct to the SELLER, to their mutual profit.

Never before has there been such an opportunity to reach the BUSINESS PEOPLE and DEALERS of this section and INCREASE the demand for your goods.

All signs, decorations, etc., will be included in the space cost thereby adding to the appearance of the show and making a big saving to the exhibitors both in time and money. The entire fitting up will be done by the management except installing your goods.

This show will be under the sole management of F. W. Payne of Cochrane & Payne, managers New York and Chicago shows.

Now let me tell you the rest, cost, spaces available, etc.

Address All Communications to

F. W. PAYNE, Manager, Park Row Building, NEW YORK CITY

THE NEW VISIBLE FOX

Dealers Wanted

Some Desirable Territory Open

Read What Dealers Say Who Are Handling The Fox

.....May 2, 1907.

"For your information, and you can use it for what it is worth, we want to state, that we have just closed up since January 1st last, being four months, 136 Fox Typewriters. We don't think $13,600.00 worth of typewriters in four months in our territory is bad business, yet we hope, and believe if conditions prevail, to do as well, and even better during the remaining eight months of the year."

.....May 1, 1907.

"We would like to call your attention to the business we have been doing in our territory. Last month we paid you for fourteen machines, this month, if you will look it up, we have paid you for twenty machines. This makes us feel "mighty good" at this point, and we believe the feeling is mutual. We feel that when we once get going here, we will make any of your dealers "take notice"; as our business is growing very fast, and we are very much pleased with treatment we are getting from your company, in the line of assisting us in getting business. We hope that we can increase this business each month, and we are going to put forth our best efforts to do so."

.....May 15, 1907.

"I am very much pleased with the Fox Visible. No other machine has so many strong selling points, and in actual use it stands up well and gives satisfaction. The Fox is already out-selling every other machine in my territory, and I hope to do better next year than this."

.....May 18, 1907.

"We are much pleased with the results from the sale of the FOX TYPEWRITER, as every purchaser is a satisfied one, and consequently, each leads up to other sales, and makes permanent friends for us.

"All of our sales so for have been to representative and progressive concerns, who are not content with anything but the BEST.

"We have sales well distributed over our territory which will make it easy business to sell FOX TYPEWRITERS in the future."

(Names and full information regarding these dealers furnished on request.)

IF YOU CAN SECURE THE AGENCY FOR THE FOX IN YOUR TERRITORY, YOU WILL BE FORTUNATE. WRITE TODAY FOR INFORMATION ABOUT IT.

The Distinctive Features of the Fox Visible Are

TWO COLOR RIBBON
COMPLETE VISIBLE WRITING
BALL-BEARING CARRIAGE
WIDE ADJUSTABE TYPEBAR BEARING
2½-OUNCE KEY TENSION
HEAVY TYPEBAR
AUTOMATIC REVERSING RIBBON
INTERCHANGEABLE CARRIAGES
REMOVABLE PLATEN

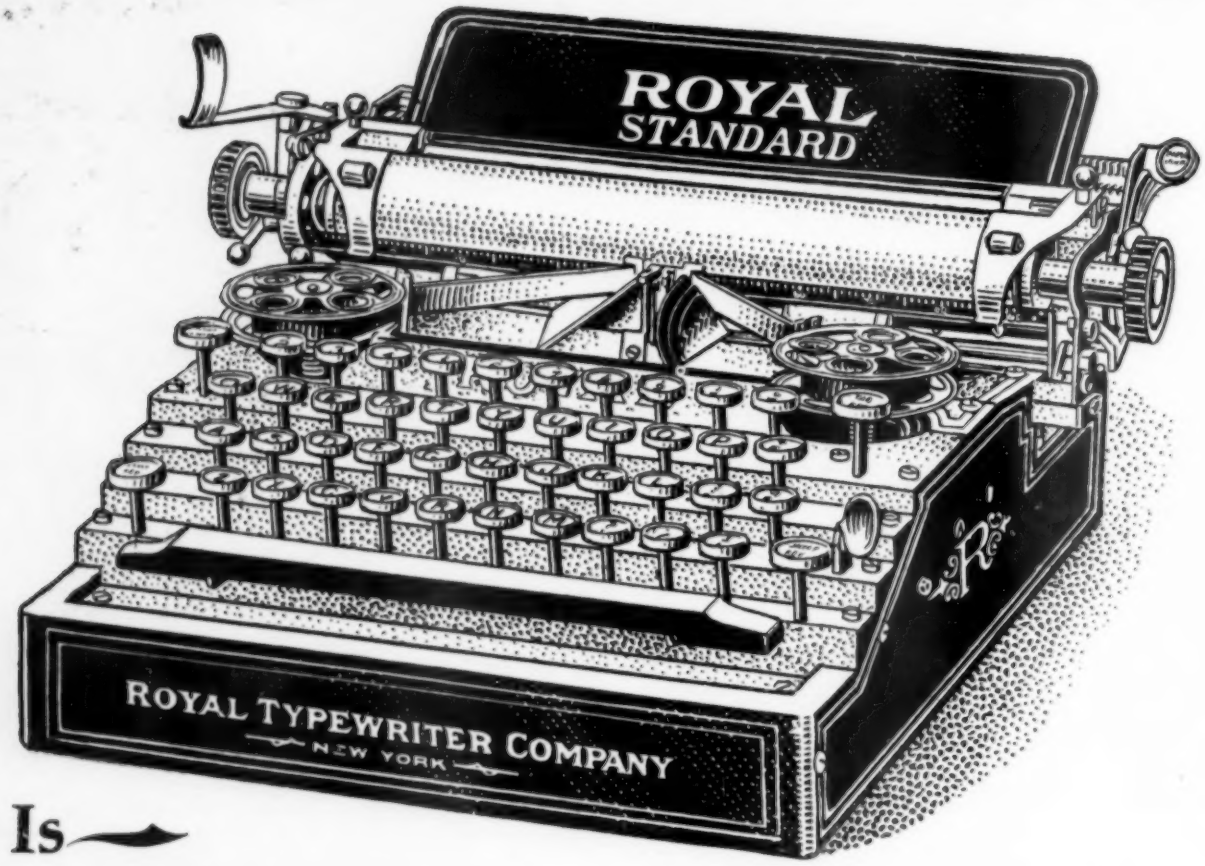
The Good of the Old the Best of the New

FOX TYPEWRITER COMPANY

Exclusive Office and Factory **GRAND RAPIDS, MICHIGAN**

MENTION OFFICE APPLIANCES

Royal Satisfaction



Is—

Perfect Satisfaction

No lingering regrets—no doubts—it's positive. You **know** that if your typewriter is a Royal it's the **best.** Not merely the best for the price, or the best under the circumstances, but the **best**—read it again—the **best** that money and mechanical skill can build at **any** price. That's Royal satisfaction. It's peculiar to owners of Royal Typewriters. Somehow it doesn't seem to be so noticeable among users of other machines—but then, after you have tried a Royal you won't wonder at it.

ROYAL TYPEWRITER COMPANY

CHICAGO BOSTON NEW YORK PHILADELPHIA

And handled by the BEST Typewriter Dealer in your section

The Gravity-Lock Binder

Constant Effort has been made since Loose-Leaf Ledgers came into use to construct a lock operative without a key. This has been accomplished in the Gravity-Lock Binder, the locking device of which, working automatically and requiring no key to operate it, is "broadly new," its patents being basic ones, and as such have been sustained by the courts.

THE SUCCESS OF THE GRAVITY-LOCK BINDER

ITS PATENTS UPHELD BY THE COURTS. ITS USEFULNESS APPRECIATED BY BUSINESS MEN

SINCE THE ADVENT OF THE GRAVITY-LOCK BINDER

it has been the custom of manufacturers of Loose-Leaf Ledger Binders to advertise that their devices can be so securely locked with a key that a sheet cannot be removed until the Binder is opened with a key, something usually very easy to obtain.

A Radical Departure in lockmaking has been made in the Gravity-Lock construction; the use of ratchets, screws, springs, keys and cranks, necessary in the operation of all other locking devices so far invented, being done away with in the Gravity-Lock Binder.

In All Parts of The Binder are Combined the principles which are essential in the manufacture of such Binders with new ideas of construction, each tending towards strength, durability and simplicity. All objectional features common to Ledger Binders have been eliminated.

One Would Think to Read some advertisements, that each office had one or more persons seeking an opportunity to extract a leaf from a ledger, and that it must be kept locked like a cash drawer.

No Reasons Are Given why this particular safety is demanded for a Loose-Leaf Ledger Binder, which is not usually left lying around to be handled by others than the bookkeeper, whose duty it is not only to protect it against the abstraction of sheets, but also from the scrutiny of all except his employer or others authorized by him; while many forms of as great importance as a ledger sheet, such as Customers' Orders, House Orders, Merchandise Receipts and Charge Sheets of a Loose-Leaf Billing System, are kept in Binders and Holders that offer no security whatever in locking devices.

Those Who Have Looked Into the merits of such advertised devices readily understand that such a feature is exploited because the devices in question are inoperative without keys, and some of them can neither be opened nor closed, and others when closed cannot be opened without keys.

It is The Necessities of the devices, not security, that make keys necessary to them.

When a Key is Lost, additions to and transfers from such a Binder cannot be made until a new key is obtained.

The Gravity-Lock Binder was put into practical use in business houses in the early part of 1904.

From The Start it Has Met With Unexampled Success.

The Gravity-Lock Binder has won 98 times out of each 100 competitions with other Binders and upon its merits alone.

This was testified to under oath in our recent suit against an infringing concern.

It Has Been Successful principally because it can be opened and closed without a key, yet can be securely locked with a key.

The Other Points of Excellence that have contributed to its success are set forth in our Catalog "B" entitled:

Inquire Within and Seek No Further for Anything You Want to Know About Loose-Leaf Ledgers, Binders & Holders.

If you are interested we will send it to you upon request. You can get more information from it than from any other book of the kind published.

J. S. McDONALD COMPANY

Manufacturing Stationers.

Factory and Office, 605 Irving Park Blvd., Chicago

DEALERS

who do business with this

TRADE-MARK

are in a position to buy and sell either a

Brand NEW TYPEWRITER

or to choose from the biggest and best line of second hand and

REBUILT TYPEWRITERS OF ALL MAKES

as well at our famous line of

INVINCIBLE TYPEWRITER SUPPLIES

TO SAVE A MOTION IS TO SAVE A SECOND

THE DENSMORE

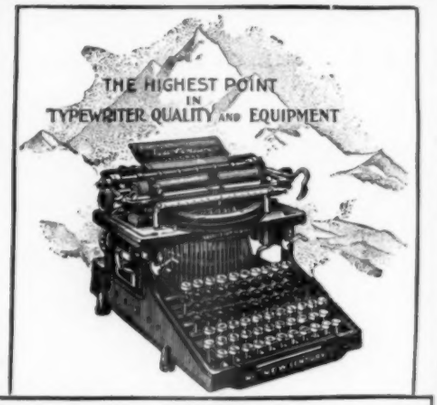
labor saving devices, such as Back Spacer, Release for Ruled Lines and Justifier

SAVE seconds minutes & hours of TIME

WHICH

A machine that does better work with less fatigue and effort than any other—which has a touch as soft as velvet, and which is equipped with every convenience of the writing machine art, is

THE NEW CENTURY



New Century

No matter what branch of the selling of typewriters you are in, whether new or rebuilt—the best offers for you—the biggest profits—are attainable by you if you deal with us.

American Writing Machine Co.

General Agents

345-347 Broadway, New York, N. Y., U. S. A.

RETAIL STORES:

NEW YORK
1½ Barclay St. 345 Broadway

SAN FRANCISCO
1011 Golden Gate Ave.

KANSAS CITY
817 Wyandotte St.

PHILADELPHIA
715 Sansom St.

LOS ANGELES
138 South Broadway

ST. LOUIS
208 North 9th Street

MILWAUKEE
130 Mason Street

CHICAGO
319 Dearborn Street

BOSTON
38 Bromfield Street

RICHMOND
605 East Main Street

5000 used and REBUILT TYPEWRITERS

ALL MAKES—ALL PRICES

Sold — Rented — Repaired

Mammoth New Catalogue Now Ready
Price List No. 41, **For Trade Only**

AMERICAN WRITING MACHINE CO.

Warehouse, 92 Leonard St.
Executive Offices, 345 Broadway

NEW YORK CITY, U. S. A.

SECOR VERSATILITY

What a typewriter **will do,** how **fast** it will do it, and how **long** it will do it, are the things the typewriter dealer is interested in, for these are the things the purchaser invariably wants to know.

THE SECOR WILL DO

Anything that can be done on any **Writing** and **Billing** machine, except writing in a bound book.

It will write on a **smaller label** than any other writing machine.

It will accommodate a **50 page magazine** in its carriage.

It will feed in and write on a **stiffer card** than any other cylindrical paper feed typewriter.

It will hold sheets with carbon between them so that they may be turned back the full page, and **not a sheet will slip.**

It is the only typewriter that can give **uniform work from a ribbon.**

It is the only typewriter that has accomplished **actual alignment permanently.**

It has the only decimal tabulator which controls both **forward and backward movement** of the carriage, that eliminates rebound, and that is operated according to the **rules of notation.**

It will **back space** the carriage.

It has eliminated most of the repair delays and troubles by the construction of an **escapement** that can be instantly **removed** or **replaced** by any operator. No other machine possesses such a feature.

It will **fix paragraphs** without recurring and annoying calculation.

It will afford **two weights** of **inking** from the same ribbon, and they are always at the command of the operator.

It will write in **two colors.**

It will lengthen the life of a ribbon fully **300 per cent,** thereby **reducing** the ribbon expense **65 per cent.**

If the purchaser were to buy every model of every make of Writing and Billing machine now manufactured, he could not in the entire aggregation get as complete and universal service as he could get in **ONE Secor.** When you buy a Secor you get a Writing, a Billing, a Card writing, a Label writing machine capable of answering a **greater variety of demands** than all other machines in combination.

These are **some** of the things the **Secor Standard Visible Writing and Billing Machine** will do. How fast it will do them will have to be told next month in the September issue of Office Appliances, owing to a lack of space, but it may be here stated that the **Secor is the fastest machine ever constructed.**

The SECOR

99 Housatonic Ave.

Typewriter Co.

DERBY, CONN.

What It Does

It writes your bills with double the speed of the pen.

It writes bill and charge sheet at one writing—no more need for separate charge entries.

It writes at the same time any additional charge or order copies that your system may require.

It adapts itself perfectly to your system or the needs of any business.

It improves system, insures against errors—makes short cuts which were impossible under former methods.

It extends the field of the typewriter to form and tabular work of every kind and description and always with an immense saving of time, labor and expense.

SEND FOR OUR ILLUSTRATED BOOKLET ON THE REMINGTON BILLING TYPEWRITER

Remington Typewriter Company
(Incorporated)

New York and Everywhere

BUCHANAN PROBATE COURT
JOHN F. IMEL, Judge
St. Joseph, Mo.

Here is just one reason why every manufacturer of office devices should exhibit in the New York and Chicago shows. We have scores of others write us - Cochrane & Payne mgrs - Park Row Bldg, New York.

July 19th, '07.

Mr. Wesley A. Stanger, Publicity Dept.,
c/o National Business Show Co.,
New York City, N.Y.

Dear Sir:-

Have carefully read your article in re.National Business Show in "THE CIRCLE", and am greatly interested. Should be pleased to learn the date of the exhibit in Chicago that I may attend. Am desirous of learning a systematic way of transacting business and keeping records and should like to see some speedy system.

Trusting you can furnish me with the necessary information and thanking you in advance, I remain

Respectfully,

Esther Eberhardt.

Clerk of Probate Court,
Buchanan County, Mo.

Clearing SALE

Between 400 and 500 Shopworn and Second Hand

Fay-Sholes Typewriters

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All are saleable.

¶ The Fay-Sholes Typewriter is favorably known in the Exchange Trade as a durable machine. There are very few now on the second hand market.

¶ We therefore take this opportunity to clear out the stock we have at prices far below their value, intending hereafter to remain entirely out of the second hand trade, and sell nothing but absolutely new typewriters.

¶ Write for prices. Then you will see that

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"With the KEY on the Cover"

OFFICE APPLIANCES

OPENS the DOOR to the MODERN OFFICE

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C. H. L. FLINTERMANN

General Manager

UNIVERSAL ADDING MACHINE COMPANY

ST. LOUIS, MO.

SEE PAGE 28.
"OFFICE APPLIANCES"
AUGUST, 1907
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OFFICE APPLIANCES

REVIEWING the Field of Typewriters, Adding Machines, Time and Cash Recorders, Loose Leaf Devices, Office Furniture, Supplies and Specialties.

A MONTHLY MAGAZINE

GUIDING the Interests of Manufacturers, Commercial Stationers, Office Appliance Dealers, Salesmen and Consumers, and Reporting New Inventions.

Vol. 6. CHICAGO, AUGUST, 1907. No. 3.

Forget Your College When You Enter Business

Business Men do Not Employ Young Men Who Have Too Much of Verdure of the Campus About Them, and to Be Successful, College Ideas Must be Put Aside After the Diploma Days Are Over.

For that young man who has completed school and who anticipates entering business life under tutelage of some of the hard headed old masters of business of another generation, I know of no advice better than that the young man shall consider well his personal poise and mannerisms.

Everywhere among those men of the horny handed type who began at the bottom of things and worked upward one may find a prejudice against the class man. It may not be active at all times, but the prejudice is there. The fraternity pin and the college colors and the school mannerism, all are irritants coming to the notice of this past master of the art of business in whatever line. He may plume himself a little that he had no such opportunity for study and training as has been enjoyed by the young fellow applying for position in his house. But at the same time such a comparison can suggest only sharper criticism of this young graduate apprentice.

Old School Different From Young.

All these men of an older, sterner school have been individualists. They feel that they are what they are because of what they were. Time and restrospections have brought to them certain exaggerations of the past. When such a man has attained success it is easy enough to look back and explain how he did it—how he did it for himself only.

Such a man has no appreciation of the class spirit in the young man just out of school. Sons of these men, given every opportunity that money can afford, to-day are fighting it out with "the old man" on the proposition of maintaining their individuality. The old gentleman of the self-made school looks askance at anything which seems to him to threaten this individuality in any way, says John A. Howland.

I was talking a short time ago with a man, many times a millionaire, who had left school when 13 years old to make his way in the world and who to-day is head of a corporation with 20,000 employes. He is not yet 50 years old, either, but while he is regretful of a fate which left him so little schooling, he is strongly prejudiced against the typical "college man" as that young man so often makes himself known to the world which he is just beginning.

Compares Experience and Schooling.

"Last week," he said, "I put two young men to work on a certain line of work rather unusual in the order of business. One of these men enjoyed that razor edge of schooling; the other has come up through the hard knocks of experience. These men don't know it, but I have had another trusted employe on their tracks sizing them up. I know right now that the college man will be looking for another job in a few months, but I know I'm going to make something for the house of the other one.

"Yet, as I am able to size up men, the college man has the better brain of the two.

"I have said these men are working along an unusual line, requiring all the knowledge possible of men and things. As a matter of fact, we are going to give some of our crooked customers a chance to try to keep out of the penitentiary. Two decent young men were necessary for our purpose, and at a first glance these two were admirable choices for the work. But if you look over the reports submitted by these two men each day you would have to ask yourself where college training has profited the one and how much the worldly experience of the other is proving capital in this special work.

Think School Unfits for Work.

"I have given this experiment a good deal of thought; it has interested me immensely. From the reports of the third man, who has been looking into their methods, I can see only where the college training and the class spirit in the one has been undoing him. In their work both young men need above all else to keep their identity and their work to themselves.

"My inspector has gone into a small city where the college man has been at work, and has heard of him in half a dozen places; he has gone into a city of the same size and could find no trace of the other man anywhere. In every case where the college man has left his tracks we have discovered that his college spirit has betrayed him in one way or another. All his five years of school life has tended to unfit him for his work. His individuality has suffered until he is no longer a self-contained individual, as other wise he would have been. He has a most important assignment, but he will be called off because of unfitness, and the man who takes his place will not be a college man."

The point of view of this man impressed me greatly. It is that at the best the college man brings into his early business life a lot of affectations and a quantity of egotism, which he will need to rid himself of before he strikes the sober gait of business.

Must Strike Sober Business Gait.

"Think of it!" exclaims this man of business. "My general manager is only 27 years old and I've had ten years of service out of him. This young college apprentice is 24 years old and has been making a fool of me, though I know he has tried to do his duty!"

At the present time at least the young graduate entering business as an employe may expect the vast majority of employers to be of the self-made type. These graduates of the school of experience may be counted upon as nursing a certain prejudice against the college young man. Let that young man consider the advisability of letting a sleeping prejudice lie. In a thousand ways he can arouse that prejudice to his undoing; in a hundred ways he can escape the antagonism and have the greater consideration that will come in recognition of his tactfulness.

Cut out the class man's mannerisms. They have not yet come to have a place in the business world.

Pictures May Now Be Telephoned

German Inventor Has a Scheme That Is Being Utilized to Good Effect That Permits of Transmission of Photos as Well as Conversation.

BY CONSUL T. H. NORTON.

Much attention is now paid in Germany to the remarkable measure of success which has attended the installation of Professor Korn's invention for the transmission by wire of photographic reproductions over long distances. His latest experiments show that nearly as satisfactory results are secured by making use of ordinary telephone wires as on lines especially constructed for the purpose. The only difficulty encountered on telephone wires results from calls on adjoining wires.

These cause the formation of zigzag lines on the reproduced picture at the receiving station, which are easily corrected by retouching. Alterations in current intensity by ringing on or ringing off, as well as during conversations over adjoining wires, are without effect. It is further shown that the wire employed for photographic reproduction can simultaneously be utilized for telephonic conversation.

The advantages thereby accruing, to journalists more particularly, are self-evident.

Advantages of Business Men Getting Together

Interchange of Ideas Between Those Engaged in the Same Business is Working Wonders With Modern Commercialism and is Producing Better Conditions Everywhere.

BY WESLEY A. STANGER.

Competition has been termed the life of business but too often competition has been miscalled, and has been made to bear burdens never intended for it. Many merchants in various lines of business have concluded that competition necessitated cutting of prices below a point where they could take a profit. They have assumed that competition meant meeting every cut the competitor made, and from time to time this idea has increased until very lately business men in all lines came to the conclusion that it was not only ruinous but that it profited nothing and that trade gained by this method was transient at the best and not of a kind that would accrue to any lasting benefit to the store or business.

The dictionary defines competition as follows: "The act of endeavoring to gain what another attempts to gain at the same time, which as a rule only one can enjoy." A little further along it defines competitor, and here is what it says: "An associate, one struggling not against, but in alliance with another."

One definition seems to contradict the other, for at first glance it appears to be impossible for two people to struggle for the same thing without struggling against each other, but second thought shows that the lexicographer is right in his conclusion. A competitor is really one struggling for the same object that another desires to get, but not necessarily against his competitor. Here is the explanation.

Two men start to climb a steep hill. They start at the bottom, equally strong mentally and physically. In fact we will suppose that each man has just as many points in his favor as the other one. The way is hard and they both know it. Each man desires to reach the top before the other does, so away they go. The first man sprints at the beginning, but soon grows tired and has to slow down, when the other fellow who has been maintaining an easy, even gait catches up with him, and perchance passes a little ahead. The struggle goes on all during the day sometimes one is ahead and sometimes the other. Night falls and they must rest. They lie down where they are and sleep. They are still a long ways from the top but still mean to struggle on.

Day breaks and they are away as soon as the suns rays penetrate the gloom of the mountain peaks. Finally one of them wins. The other, tired and foot sore finishes later on or falls by the wayside exhausted. In the meantime they have struggled hard and fought long, side by side. They have been competitors of the keenest sort. Both have desired to gain the same object, and it has been decreed that only one may do this, and one has, leaving his fellow behind.

True Competition.

These two men were in every sense of the word competitors. During the heated noons they have sat down together and partaken of food and water from the same vessels. They have enjoyed each other's company and each has striven for a worthy object. May be the stronger man has helped the weaker at times, and pulled him over deep crevices and saved him from inevitable ruin when his life rope or staff has broken, but all of the time this competition has been present and they have been working hard to gain their own ends. The competition has been keen, but it has been pleasant and fair. It is a case of the survival of the fittest, and while the struggle has been going on there has been no lost time, no unkind words, no disagreements.

This same progress of events applies in business just as much as it applies in the hill climbing contest. It applies in a horse race, an automobile endurance test and in a baseball game. These taking part are competitors, and they have been governed by certain rules of the game. The game in every case has been clean and free from disgraceful or offside plays. A player who is guilty of a breach of rules is not only eliminated from the game but is forever disgraced. In business it has always been different, but as time moves on and business men get a clearer understanding of things, rules are being made and unfair tactics being eliminated. All of the time competition is going on. The game is becoming more and more scientific and the plays cleaner and more in accordance with civilized ideas.

Example of Clean Competition.

In the case of the two men climbing the mountain peak, is given an example of hard but clean competition. It is a case of two men doing their best to gain the coveted prize, yet doing it in a manner that conserves their strength and makes the struggle a manly one. The difference between this and competition in business of the older type is that, had this story been drawn to cover old time methods it would have read differently. Here is the picture that probably would have been painted of it.

Two men start at the bottom of a steep hill. Each one is armed to the teeth and weapons are secretly concealed in various parts of their clothing. Each carries a large bundle, a weight so heavy that it is difficult for them to proceed on level ground. Each glares at the other with a malevolent sneer. The order to start is sounded. One man stealthily slips his hand under his blouse, draws a long, murderous looking knife from its folds, and slashes the bundle carried by his opponent. The opponent retaliates by attacking him and immediately a struggle ensues in which both are mortally hurt. In their struggle they have rolled down the mountain side the little way that they had gained and when they get their breath and are somewhat recovered, they again start on the journey.

Much time has passed. Neither has gained an inch, and they are sorely handicapped in their new start. Loss of life blood has weakened both of them and they now have to struggle against three forces, first themselves, second, the hill and third the other fellow. Time passes and they grow strong again, and are keeping even pace, each watching the other hoping for some opportunity to present itself to work an injury. So intent are they upon watching each other that very soon they both fall into a pit and roll down the hill for a great distance. Again they are severely wounded and greatly weakened. Again they take up the struggle, and again and again they fall into hard roads, death struggles, and progress up the hill is very slow indeed. Finally one sees an opportunity to cut the rope and let his fellow traveler fall into an abyss below. He does the murderous deed, but a branch of a tree saves his life, and he again starts on the journey. Finally the summit of the hill is seen in the distance but it is far away and both are old, both have spent their lives in struggles that have gained them nothing, yet have had a tendency not to eliminate the other fellow, but to keep him in a like condition.

Both Lose in the End.

As they are both within sight of the top and each hopes to reach it before the other fellow, death overtakes them, and their life struggle is over, and there they lie on the bleak mountain side as food for the vultures and the wild animals. Neither has gained that for which he so long sought and each has lead a terrible existence. In the meantime some other fellow has paid no attention to either of them but who has kept his eye fixed on the mountain top, is resting easy, basking in the sunshine and enjoying the fruit of his labors.

The first story represents what competition is becoming in this enlightened age where we have no room for the knocker, but verdant fields for the booster. The second picture is of what competition formerly was at a time when men had no faith in each other, and before the time that the lexicographer found the new definition for "competitor."

A competitor in any line of business is merely a man with an honest aim trying to gain an end to which he is entitled. You may be trying to gain the same end, but it is no more against him because he is trying to do it than it is against you because you are. Competition is the life of business. In this day of concentration of energy and the centralization of power, trusts and combinations one is apt to get the idea that competition must be eliminated to assure success, but such is not the case.

Competition is as necessary to successful business as goods are to sell. Competition makes far better conditions all around. It is to the advantage of the consumer as well as the dealer. It helps the manufacturer and the jobber, all along the line conditions are improved because of competition and the keener the competition the better the conditions. This statement may be misconstrued by some readers, but second thought will prove that it is true. Competition does not mean price cutting or throat cutting; it does not mean underselling or knocking; it does not mean abuse of your neighbor and an endeavor to discredit him in the hope of gaining the end yourself.

Competition Should be Fair.

Competition means the plain struggle of another man to do the same thing you are along his own line of action, an endeavor to do it the best he knows how, if it is selling goods, it means taking a legitimate profit out of every sale or letting the sale go by. It means helping himself and helping the other fellow.

It means an endeavor to get the business by reason of something that by right gives him preference, but no man in business can afford to sell an article at price that will not produce a profit, so anything that has a tendency to reduce or eliminate profit is not competition.

This is where mistakes are often made and where competition is made to carry burdens that do not belong to it. Men will argue that because of the "competition" of another dealer it is necessary to sell certain goods at less than cost. This is not so, never was and never will be. It is no more so than to say that because your neighbor beats his wife you must do likewise. If a man should expose himself to great danger for no good reason, it would be foolish argument to say that because one man did it another should. It is just as foolish to say that because one man courts the sheriff's visit by selling goods at less than cost that another in the same line should do likewise. Because one may deprive himself of a profit that is justly his is no reason why another man should do the same thing. Every man in business no matter what his line may be is entitled to a good fair profit on everything he sells, and if he does not get it he cannot call himself a good business man or successful. It is a dealer's duty to give his trade the very best goods he knows how at the very lowest prices consistent with good business judgment. The consumer expects to pay a profit on everything bought, and the dealer is entitled to it.

Merchants Necessary to Society.

When a man opens up a store of any kind for the sale of goods he is doing a certain amount of good for the community in general for he is providing a place and a means for supplying a demand. When a man hires a gardener he expects to pay him for his work. The same applies to the merchant. When he opens a store and provides a means of supplying a demand he is entitled to pay for this service.

He puts in a stock of goods representing a certain investment. His time is worth something, he must keep a place that will do credit to the locality and at least conform with the standard set by the community. He becomes a public servant and is worthy of his hire. He buys and sells and depends upon the difference between the selling price and the buying price to keep him warm in winter, provide sustenance for himself and family and lay something by for old age. He imposes no tax on the community for his presence, and his means of earning his livelihood is a benefit to everyone within reach of his store.

Some other fellow starts up in the same line right across the street. He puts in similar goods and sells them at similar prices. He tries in every way possible to gain the trade, not necessarily away from the other fellow, but at the same time to get all of it he can. He knows that in order to do this he must offer something that the other man does not. According to old standards, the first thing that entered a man's mind when he confronted competition was his prices. Prices were slaughtered on certain goods. The other fellow seeing this, slaughtered on the same goods and then went a few better, so it went and conditions began to get so bad generally that in many lines merchants saw the necessity of puting a quick stop to it and providing other means of attracting trade, while profits were protected.

This gave rise to the "get together" idea that has permeated the business atmosphere during recent years. Merchants in all lines are now forming associations for the purpose of producing better conditions in their business, for protection in every way and to gain ends that seek without having to do things that would be ruled off of the turf or declared foul in the prize ring.

Under the old conditions when merchants engaged in the sale of goods in the same line and met competition by doing injury to the other fellow they produced conditions that when the full force of them dawned, caused those engaged in the practices to take fright. Under former methods it was a case of cut prices, knock, injure, do everything under the sun to hurt the other fellow and handicap him in his struggle, even to the point of lying. Merchants' attention were so riveted upon the other fellow that they had little opportunity to attend to their own business. Each fellow was trying to injure the other and while he did it he was neglecting his own business to such an extent that he was receiving double injury.

Times Are Changing.

This condition is now changing and merchants are beginning to realize that if they attend to their own business, that is about all they can do conveniently, and that the best way to help themselves is to help the other fellow. The law of supply and demand determines how many stores of a certain kind can exist according to the number of people to patronize them and no amount of price cutting or slaughtering of any kind will change the ratio. The man who undertakes to get the other fellow's business by hurting him hurts himself. If he tries to interfere with the other man's profits he reduces his own. The result of all of this has been that dealers in all lines are now getting together, not to protect themselves against each other, but against outside influences.

The times when competition was construed as meaning "war," the dealer's time was so taken up with matters foreign to his own business that outside influences got to work and produced other conditions that were far worse than anything that at that time confronted them. The result has been that they have been literally forced to protect themselves against these troubles, and the only way they can do it is by uniting for in union their is strength. In combining to fight outside evils they have discovered that the other fellow is not so bad after all, and the result is that retailers are now all becoming boosters and the knocker is now fast becoming a thing of the past.

Concentration Produces Results.

Concentration on an idea or a series of ideas will produce great results and the concentration of the efforts of dealers in various lines on ideas for the betterment of the business is already showing a marked influence on condition in this country.

Too much stress cannot be put on the value of association or other organizations for the purpose of bettering conditions and keeping tab on what is necessary to produce the most ideal conditions. Every man engaged in a line of endeavor should keep in touch to some extent with what other people in the same line are doing, and all engaged in the same line should have some means of intercourse whereby they may become more familiar with each other, with conditions generally and with ways and means of bettering all conditions. There are enough outside influences at work all of the time in every line of business to keep those engaged in a particular line, busy looking after it, and forever prevent them from fighting among themselves.

How unsuccessful this government would be if all of the states were working at cross purposes with the Federal Government and if this condition existed all the way down the line so that it was a case of counties against states, municipalities against counties, and so on. The result would be most disastrous. The same is true of business. This has proved true by past events. Now the time is coming when all lines of business will work together with the same harmony that is seen in the workings of the government of this Republic.

In a frenzied desire to do something popular, many legislatures are passing laws to prevent combinations. This is good. This country cannot long stand if combinations of capital and labor are permitted to go on organizing in stronger and stronger forces daily. Combination to a certain limit is beneficial, but it is like certain poisons that doctors administer to patients. Certain amounts are apparently beneficial, but too much is fatal. In passing laws some states have overstepped good sense and have made the laws so broad that they have imposed conditions on the people that is to-day causing trouble in Russia. In some states it is a crime for men to meet together to discuss affairs of their business, and when it gets to this point it is time that legislators and legislatures be called to time and a halt in the march of extravagant legislation promptly taken.

Any association or organization that has for its object the control or raising of prices should be declared criminal and illegal and should be proceeded against as such, but when laws are passed that make it a crime to combine for mutual protection it is time to stop.

Do Not Govern Prices.

It is gratifying to know that dealers have no where combined to govern prices. It is true that they have through their combinations stopped price cutting and taught the gospel of taking a profit out of the business where before a loss was shown, but the key note of every association of retailers in this country has been absolute independence in prices. If one man can do business on a 15% basis and another requires 55%, the dealers have said "govern yourselves accordingly" no hard and fast rule goes. Each man to his own business and each man too his own profit. This condition is ideal and is sure to last, and the idea of associations should be encouraged all possible in all lines of business. A better understanding in all lines among people engaged in them will have a great tendency to eliminate the "trust" cry, for trusts are the result of warfare waged in lines of the same nature, and their formation has been for the prevention of further losses and the production of more profits by higher prices. Combinations of this kind are hurtful for they are arbitrary and govern prices not according to supply and demand but according to the degree of avarice possessed by the trust heads, further than this, they seek to control supply in order to keep demand abnormal all of the time.

Automatic Typewriter a Wonderful Device

Will Perform Feats that Heretofore Have Been Impossible, Will Revolutionize Not Only Circular Work, but General Typewriting as Well.

BY GEORGE H. PATTERSON.

(Copyright, 1907, by Office Appliances.)

Think of a typewriter writing 5,000 to 10,000 words per hour continually, twenty-four hours at a stretch, and every character absolutely correct and accurate, and then imagine this same typewriter operating absolutely independently of any human agency, and you have a picture that appears like a dream, yet it is a fact that such a machine is actually operating just as this states while you are reading this article, and this same machine is being made after the design of the original model so that in a short time they will be seen in every office where an ordinary typewriter is now employed.

T. A. McCall of Columbus, Ohio, who has spent twenty years experimenting and studying, has just perfected such a device and will

T. A. McCALL.

put it on public exhibition for the first time at the National Business Show in New York and will show it for the second time at the National Business Show at Chicago one month later. During the twenty years Mr. McCall has been working and planning, he has built three models, and the latest one to be completed has proved to be the most perfect.

The new machine is little short of marvellous, and from its movements and accomplishments it gives the impression of almost possessing intelligence. The work is perfect and the industrious way it goes to work rivals the efforts of the typewriter speed artists who have set such a high mark for other operators to strive for. When the man desiring the letters is in a hurry, all he has to do is to set the machine ahead to the speed he desires to attain, and the machine does the rest. The work is just as perfect, and the only difference is that the typewriter characters bob up and down that much faster and the clicking becomes that much more swift.

This machine will prove to be a great boon to business men in all lines. At the present time there is a steadily increasing demand for some means of producing fac simile letters that are such close imitations of the original that they cannot be detected, or original letters that will be less expensive than having to hire girls to pound them out one at a time. Where firms are willing to pay and can afford the expense of having all letters written as originals, they find that it is impossible to secure operators sufficiently accurate to keep up the work of writing the letters and maintain any degree of perfection and accuracy.

Present Methods Unsatisfactory.

The methods now in vogue of printing the letters in imitation of typewriter as closely as can be secured, and then filling them in on the typewriter afterwards has proven to be the most satisfactory when the proper kind of apparatus is used to produce the original letter, but as near as they may be, they do not fill the bill by a long distance.

The McCall Automatic Typewriter will write every letter as an original. Fill in the name and address, use one or two color ribbon, drop the letters into a basket in regular order ready for signature, and keep the operation up all day and all night. When it exhausts paper or supplies of any kind it rings a bell to call the attention to some one in the office to its needs, and once supplied it goes to work again with a vim and vigor that is away ahead of the accomplishments of any human being.

It makes no difference what salutation is required, the machine is equal to the situation and the matter of spacing, indentation of paragraphs, change of color of ribbon is all just as easily accomplished. While it may be that a business man will want several thousand copies of a letter, it is not a circular letter unless it is produced in circular form or according to the present methods. A business man does not consider a letter that his stenographer actually sits down and writes several duplicates of, a circular. Each one is original and each one gets an original signature. Just so with this machine. Every letter is original, the words used in the body are the same, but the name and address is changed and every letter is written character at a time.

Firms which send out letters that are substantially the same in all paragraphs except for certain changed sentences or changed paragraphs will find this a boon, for there is no method to-day that will permit of the writing of these letters except with girl power, and each letter must be handled as a separate piece of correspondence throughout. With the McCall machine, any numbers of paragraphs may be selected and when the paragraphs required are ready to be written, the machine will change from the first to the second, or from the second to the nineteenth, or anywhere along the line. In this way the ma-

McCALL AUTOMATIC TYPEWRITER.
(For specimens of work see page 27.)

chine will produce original "circular" letters, each one different from every other one in certain paragraphs, and do the work just as fast as though it was a regular form going through continually without changing. This feature alone makes the machine of immense value.

Speed Attained is Wonderful.

The speed obtainable on the machine is wonderful. It can do the work of ten stenographers at one time, and do it more accurately and in better form. The fact that it is entirely mechanical is proof that if the original letter is accurate in every detail the rest of the letters are sure to be, this feature will recommend it everywhere, for concerns using a large number of letters find that their greatest difficulty is in getting perfect work.

One of the features that every typewriter inventor has sought for years is the continuous writing line. This long sought boon has been accomplished by the inventor of this machine. There is no lost time in throwing the carriage backward or forward. The carriage travels both ways, one as easily and perfectly as the other. All of the time the carriage is moving the machine is writing. This being a mechanical device strictly, lines can be written backward as well as forward, and so that when the machine begins to work, the first line is written from left to right in the regular way, all words spelled out properly and in the usual order. When the carriage reaches the end of the line, the machine simply writes backward, so that on the second line the words are all spelled backward and the automatic justifying device brings the line out just where it would be if it had been written the other way.

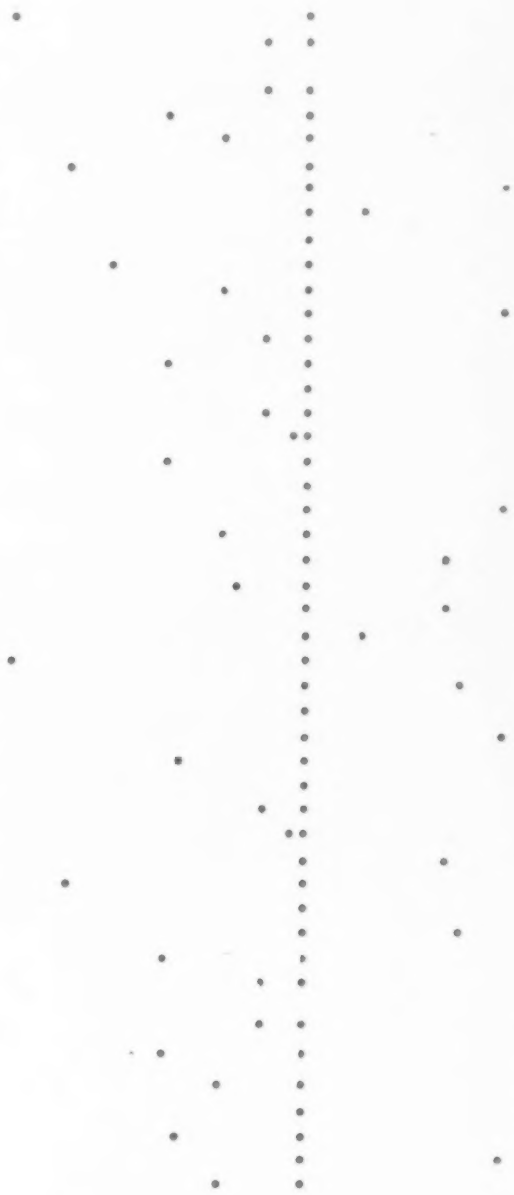
RECORD STENCIL CUTTER.

For many years, inventors have also been endeavoring to find some way to justify typewriter lines. When the Monotype first came out the great puzzle it presented to printers was the matter of justification. On the linotype it is comparatively easy as the slug is not cast until the entire line is set. The monotype, however, is like the typewriter. Every letter is cast separately and a movement of the machine means the production of a character just as it does on the typewriter. On this machine, however, the inventor managed to produce a justifying device that swells every line to the proper measure and produces exactly the right spacing in every case. A wonderful accomplishment in itself.

Lines May Be Justified.

On the McCall machine every line justifies just as easily as on the monotype, and when it is desired every line written may be made to maintain just as perfect and uniform a margin on the right as it does on the left. At the present time there is no typewriter that will accomplish this, and in order to give a letter a regular typewriter appearance this will not be done, but in some cases it will be found advantageous. Whether this idea of McCall's for justifying lines will apply to manually operated typewriters or not, has not been divulged, but if it can, it is safe to say that it will not be long before all standard typewriters will either adopt his idea or a modification of it, for a device that will produce a justification of lines on a typewriter will prove a valuable idea. Justified lines have a neater appearance and it is possible to get more on a sheet when all lines run the same length.

McCall is not a dreamer, although it took a considerable amount of dreaming to produce his wonderful device. He is practical, and while he dreams over his plans, everything he does counts. If this were not so he would still be floundering around with the idea in his head, and nothing accomplished to prove the worth of his ideas. He is now at work on a device that is even more wonderful than the one being described. This device will write dictated letters with the same speed and accuracy that the automatic possesses in duplicating a regular form.



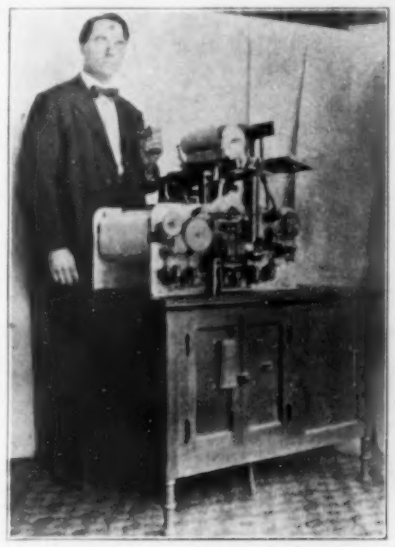
SHOWING PERFORATION IN RECORD STENCIL.

Method of Operation.

As to the manner of operating the machine, the following explanation gives a good idea of the workings of it all the way through. In the first place, the machine is about twice the size of the more familiar standard typewriters, and has a closed in frame. The interior apparatus is very similar to any typewriter and the part that does the actual typewriting is practically the same in general principles as on any machine.

The keyboard is a separate part of the mechanism. It is used in making the original when duplicate letters are to be written. A roll of paper passes through it, and the operator proceeds to write exactly the same as when using any typewriter. Instead of printing characters, however, the machine punches holes in the continuous roll. The working of the carriage and all of the other essentials resembles the ordinary typewriter so much that it is a simple matter to operate it and any one familiar with the typewriter can make the record.

After this record is made it is inserted in the transcribing apparatus. This consists of the writing machine itself with the key characters on it that make the actual imprint on the letter paper, wrappers or envelopes. A roll of letter heads automatically feed through the machine and roll around the planen the same as a single letter would on an ordinary typewriter. The perforated roll is placed in position in the machine and the machine starts. The power that actuates the operation of the characters is compressed air, and as the holes in the perforated roll pass over the crest of the cylinder through which the air is forced, the releasing of the air causes the characters to print, the same as a similar operation in an automatic piano causes a sound to proceed from the piano.



MACHINE WITHOUT COVER, SHOWING RELATIVE SIZE.

Separate Roll for Names.

For the names and address a separate roll is used. This is perforated in the same manner and is put into the machine in the same way. This roll may contain the entire mailing list that the firm desires to reach and can be used any number of times, over and over

again. This roll operates in the same manner, and when the letter is ready to be written, the small roll containing the names and addresses moves into place. The name, address and salutation is written in proper form on the letter head and the body matter follows. As soon as this operation is complete the small roll with the name and addresses comes into position again, and a new letter head rolls around and it is ready to write another letter. In the meantime the machine has cut off the first letter from the roll and dropped it into a basket ready for signature, and the operation is thus repeated as many times as desired.

It will handle envelopes of any size that will go into the machine in the same rapid and accurate manner. Wrappers may also be fed through for the accommodation of a mailing list. The machine merely needs supplies and it will do the rest. The ringing of a bell tells when new supplies are required and when these are produced and put in place, the machine will proceed on its way as before. It will be seen from the explanation of the operation of this device, that it is similar in some ways to the mechanically operated piano, and that the same basic principles are used.

In handling envelopes it is necessary to place a special attachment in connection with it that will feed the envelopes through one at a time continually. In handling wrappers it has been proven a complete success. The wrappers are furnished to it from a continuous roll. They feed through and are addressed in a perfectly legible manner, and the machine requires no attention. The wrappers may be cut to any size desired and thus a firm sending out catalogs of various sizes or publishers who use different lengths of wrappers on their publications, are relieved of the necessity of buying different sized wrappers or paying postage on waste paper by using large wrappers for small pieces of printed matter.

Using Embossed Letter Heads.

In producing circular letters where it is desirable to use embossed or engraved letter heads, where it is impossible to have this work done on a roll, the paper may be purchased in a roll, the letters written, the sheets cut to size automatically by the machine, and after the work is all done the letters may be sent to the engraver, and the heads put on afterwards. This will be no more expensive than though it was done the other way, and the fact that unprinted or plain sheets are used will result in a great saving, for in this way it will not be necessary to waste or throw away any sheets, the engraver being required to engrave only as many sheets as are furnished him.

The description of this machine may lead the reader to assume that it is a complicated affair. Such is not the case. It is extremely simple, so simple in fact, that the cost to manufacture will be comparatively slight compared with the results obtained and the fineness of its workings. It has a surprising small number of parts, and is as simply operated as it is made.

T. A. McCall, the inventor of the machine, was born in Des Moines, Ia., in 1866, and has devoted twenty years to experimental work on his machine. He began actual productive work on his automatic machine in Cincinnati May 17, 1904, and he has constructed five working models since that date. He has tried out three different principles and has finally succeeded in perfecting one that will do the best work and that is capable of the greatest development. Mr. McCall has guarded his models and his secret very carefully and has secured a large number of patents on his device and its various parts. He has perfected his protection of his patent rights in practically every country in the world, and is now ready to show it to the public for the first time. He has arranged to be on hand at the National Business Show in New York October 12 to 19, and will later show his machine in Chicago the month following. He will not sell the machine or attempt to fill orders until after this first public exhibition, and he expects by that time to be ready with his factory to turn out the devices in quantities to supply the demand which will necessarily be very large. The present address of the inventor is at 218-220 North Fourth street, Columbus, Ohio.

European Facts and Fancies

Being An Expression of Sundry Opinions By a Salesman Who Has Traveled on the Other Side of the Water and Who Looks at Things From a Native Viewpoint.

BY ADOLPH HAAZ.

Every business man of some experience will admit that there is a great variety of methods to do business. All methods which help to develop profitable trade are generally considered successful methods, and he who had adopted them is generally looked upon as a capable business man.

So far the great majority of us agree wonderfully. It is only in regard to the question "Which are successful methods?" that we differ more or less considerably. Why?

In the first place, because there are various successful methods, consequently there must be good ones, better ones, and so forth. Again, there are such as may only prove successful under certain conditions.

While some people are often content with a good thing, others will not rest until they have improved the best to a degree which opens a new view to perfecting it, so that when their methods have reached the highest possible degree of perfection they will sooner or later become useless to their appliers, because a further improvement is impossible. Does that mean that things have come to a standstill? It may appear so for a time. It is the calmness before the storm, however. The ever active mind of the progressive is desperately at work preparing a revolution, the outcome of which is a new method, with all the prospects for improvement, perfection and death of an ordinary method.

As to the methods of doing business in Europe adopted by firms residing in another part of the world it is generally recognized that they are successful only if adapted to the conditions of the various European markets. These conditions differ and change sometimes considerably, which must be taken into account.

It is a well known fact that a progressive firm of good standing will only pay cash in advance or against documents, if it cannot obtain the goods satisfactorily elsewhere on less risky terms. This leads to the question: Have those American manufacturers who adopted and stuck to the method of demanding payment before the goods are received and examined been successful in doing business with Europe?

The facts are: They have apparently been successful in some instances, notably in those cases where the line found a ready market on account of its revolutionizing character and the enormous practical advantage it offered. But that success came in spite of the impeding selling terms; it gradually decreased, with the rising home competition, when buyers had the choice of between the undoubted advantages of the original article which could only be obtained at great risk and by the perhaps less great but certainly sufficiently great advantages of imitations produced by reliable houses on the customary terms, which are: Cash within 30 days, less 2 (or 2½) per cent discount or 3 months net.

Thus many American manufacturers met their competitors halfway, and German manufacturers have made and are still making the best of the opportunities which the American invaders blindly offered them.

Europe is by far the greatest market for American manufactured goods in the office supply line, but there is much competition. The keenest competitor is the German manufacturer, and he is the most successful at the same time.

It follows that anyone desiring of opening trade with Europe will be well guided if he judges the chances by the results he obtains in the German market. He may not succeed so well in Germany and may do better in other countries, but if successful in Germany he need fear no competition.

Not only that. Germany being the leading commercial country in Europe, most of the other nations allow themselves to be guided by her in questions of commerce and industry which do not touch politics.

It is not easy to succeed in Germany, but it is possible if methods are adopted that prove efficient. While on the one hand there is the German manufacturer always ready to seize the opportunity which his American competitor offers him too liberally owing to his lack of experience in European markets, the latter can easily counterbalance that disadvantage by connecting himself with young and active representatives of German nationality. There are plenty who will work as much in the interests of an American as for a German house.

It can easily be proved that it is quite safe for American manufacturers to do business direct through representative firms resident in Europe.

Letters Written on McCall Automatic Typewriter

Mr. Silas W. Crandall,
Pres. Monarch Typewriter Co.
Syracuse, New York.

My Dear Friend,-

Our Mr. Patterson wrote the original of this letter for use on the McCall Automatic Typewriter. The same was reproduced in duplicate, with the change of name and salutation taking place in each letter automatically on this wonderful typewriter. The machine will reproduce, in original, one or one thousand letters, without the assistance of a typewriter operator.

The operation of this machine should have the attention of all interested in writing machines.

Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Geo. C. Blickensderfer,
Blickensderfer Mfg. Co.
Stamford, Conn.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. Hazen,
Pres. Rose Typewriter Co.
New York City, N.Y.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Geo. H.Campbell, Esq.,
Victor Typewriter Co.
New York City, N.Y.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Walter E. Andrews, Esq.,
Secor Typewriter Co.
Derby, Conn.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. J. E. Neahr,
Manager, Royal Typewriter Company,
253 Broadway, New York, N.Y.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. John Underwood,
President, Underwood Typewriter Company,
241 Broadway, New York, N.Y.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. Wm. Allen Dyer,
c/o Smith Premier Typewriter Co.
Syracuse, New York.

My Dear Friend,-

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. L. S.Smith,
Pres. L. C. Smith & Brothers T.W. Co.
Syracuse, New York.

My Dear Friend,-

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. Ricord Gradwell,
Asst. General Manager,
Oliver Typewriter Company,
Chicago, Ills.

My Dear Friend,-

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

John F. McClain, Esq.,
General Manager,
Remington Typewriter Company,
New York City, N.Y.

My Dear Friend,-

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Mr. T. A. McCall,
McCall Automatic Typewriter Co.

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Yours faithfully,
THE OFFICE APPLIANCE COMPANY.

Being a Series of Little Visits by The Editor

PILGRIMAGES

By WESLEY A. STANGER

To Big Concerns in the Office Appliance World

Production of the Universal

Account of How This Famous Adding Machine is Made With a Description of the Place in Which It Is Turned Out.

All factories look alike until the visitor goes into the details and studies not only the factory but the product as well. All factories contain machinery, men in overalls and jumpers, dirt, grease, and noise producing devices and all of them have a charm for the man with a mechanical mind and open up possibilities for the organizer and the systematizer.

First glances never tell the story. The first glance at any factory suggests a repetition of what has been seen elsewhere, and it takes a second glance to open up a realization of what is really within the walls of the building where the machines are housed. The second glance impresses upon the mind the points of difference and as glance succeeds glances and evolves into close and undivided attention, the various details and improvements pass in review until every factory presents a scene absolutely different from every other one.

One would think that adding machines would all be made in factories similar in almost every particular with here and there a changed bit of machinery to fit some particular part or spring, but on the whole all would be essentially the same. While this idea may arise in the mind of the average reader and seem logical, yet it is a fallacy and every factory is so totally different from every other one in many essentials that they are all well worth visiting and studying.

To for some idea of the necessary differences in the various adding machine factories one must form a mental picture of the difference in the products, for surely the product must resemble the plant in which it is made. Different factories produce different machines just as different portions of the globe produce different people. Under the hot sun of the Africa nature produces a race of men totally different from those who are born in Scandinavia. Here are two extremes in color, general demeanor and pursuits. India produces under her sun one kind of human being while America produces another, yet all countries are in the main alike. They are all composed of earth, vegetation, minerals, and possess certain proportion of water, have sunshine and rain, and are inhabited by animals and people, and a casual glance at the world by a stranger located on Mars would give the idea that all countries were alike, all climes similar and all sections of the globe about the same.

THE UNIVERSAL.

All Races Differ.

However, if this same Maritan were to step from his planet to the earth and begin to study details and take a second and a third glance he would soon see that while in the main the world is the same all the way around, yet the different sections produce different people, different animals and the ideas and the ambitions of the people of each section are different and distinct.

The same rule applies when it comes to making machinery or devices. The finer the classification becomes the more points of difference, so when we get into the adding machine business we see a large number of differences between the various factories turning out adding machines and at the same time we see a great deal of difference in the products.

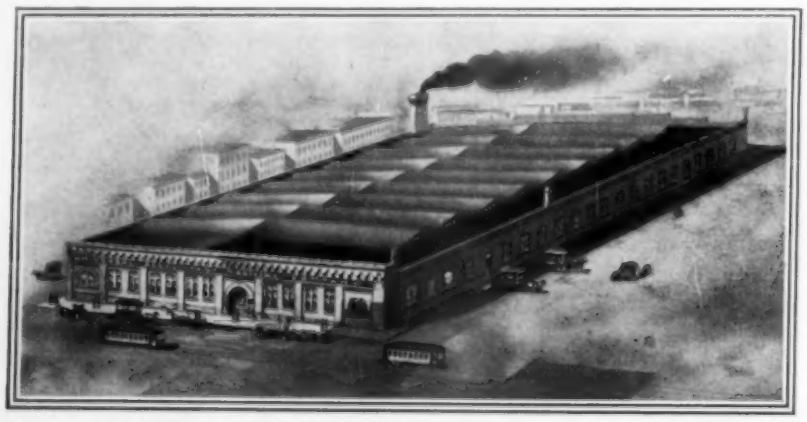
The tendency of America is to do things quicker, better and in less time than they have ever been done before. The tendency of Americans is to relieve man and man's brain and put the burdens as much as possible on machines and machinery. The quest of devices for accomplishing these ideas goes on continuously and unceasingly, and the active brained American works almost as a man seeking ways of saving time and lengthening life. This struggle goes on all the time. The American in the east retires to a few hours of fitful slumber and before he closes his eyes his brother in the west is abroad and has taken up the problem where he left off, and thus all of the twenty-four hours of the day and every day in the year and every year in the century we are at work almost as a unit inventing, scheming, producing, discarding, trying again, improving and perfecting machines and devices to relieve man and saddle burdens on inanimate machines.

In the olden days when records of business transactions were carved in stone and remained for centuries, there was little or no need for calculating machines, and business was done on such a limited scale that the aboriginal business man had few of the troubles of the present day captain of finance. Time progressed and business progressed with it. Soon business got ahead of time and has been there ever since. Man's struggle for many years has been to catch up with business, and this has brought about many inventions for saving time and beating the hour glass at its own game.

Business Fastest Thing Known.

Business to-day is the fastest thing known. Six day bicycle races, twenty-four hour auto races, balloon ascensions and numerous other sports that annihilate time are slow indeed when compared with business and business progress. Business is so fast and so furious that the nearest approach that any business house ever gets to it actually is one day behind, for to-day's transactions are recorded tomorrow, and there are more men engaged in recording the movements of business and struggling to catch up with it than are engaged at anything else, the combined armies of the world included.

The day will come, however, when business



UNIVERSAL ADDING MACHINE COMPANY'S PLANT.

VIEW OF GENERAL OFFICE.

OFFICE OF THE GENERAL MANAGER.

will be overtaken and men will keep up with her, and these present day wonders in business devices are what will bring it about. The invention of the adding machine brought business several days closer to civilization and time than anything ever before brought out, and the tasks of the inventors ever since have been to perfect these to such an extent that every day's business will be taken care of every day. The adding machine is so wonderful a device that it is used daily by thousands of people who never give a thought to the device they are using. This is a way Americans have. They look for results entirely, never paying the slightest attention to details. As a matter of fact business people have time to consult results only. They have no time for details. This is evidenced by the great demand for adding machines, the point of perfection to which they have been brought and the manner in which they are handled and treated after they are secured.

Delicate Machines Abused.

There are two pieces of delicate machinery that are probably more abused than any others. The first is the typewriter and the second the adding machine. Both are placed in the hands of users who have as a rule no idea of mechanics and who are trained to look at results, not the manner in which results are achieved. When either of these machines gets out of order, fail to perform their proper functions, need a drop of oil or a moment's attention on the part of the duster, they are cast aside, the machine blamed for being mechanically imperfect, the repair man called, a new machine demanded and the one that has failed to operate for some trivial reason is sent back to the factory, another substituted, and away goes business again without a moment's thought as to why or how the machine failed to operate.

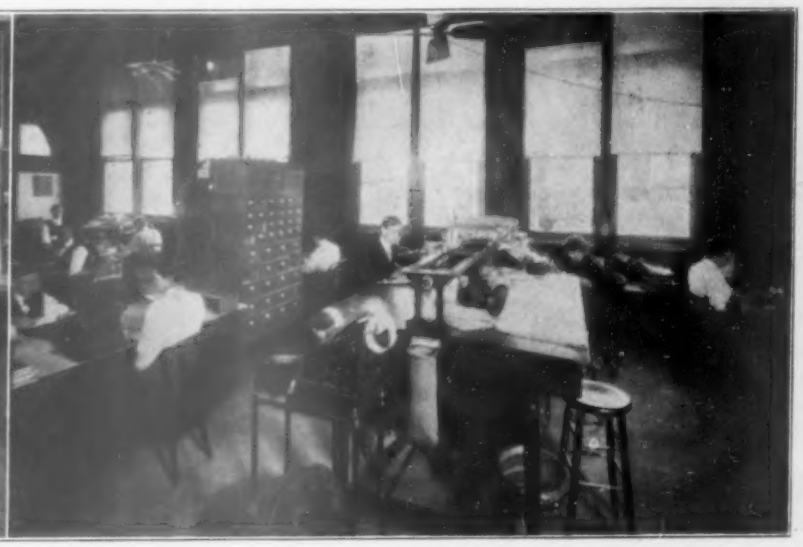
Strangely enough, these two machines are the least apt to get out of order or to become useless of any delicate mechanisms made. Standard machines of either kind stand up under the most unusual and unreasonable abuse. They stand not only the test of time and operation, but severer tests of unaccountable abuse, disregard for all laws governing mechanics and a general lack of knowledge of the fineness of the mechanisms, and as a rule the worst trouble that either of them have is that they need cleaning or oiling. Such statements as these are true of those two machines only. They apply nowhere else. The same treatment accorded a steam roller that is accorded an adding machine would not only permanently end the usefulness of the steam roller but would be very likely to end the existence of the person using it about as quickly. Not so with the adding machine. It stands all sorts of abuse and still does the work, and some day, by means of the adding machine, time will catch up with business.

Not so very long ago, in wandering about the country seeking an interesting and useful device, the editor stayed several days in a western city and visited the home of one of the best known adding machines in the country, and one that has made most wonderful progress both in the matter of improvement and sales as well as durability and variations of application.

The city was St. Louis, situated on the banks of the Father of Waters, where the rush of the water hurrying to the gulf mingles with the buzz of commerce and the whirr of factory wheels. The factory he visited was that of the Universal Adding Machine Company.

St. Louis was the place where this wonderful machine was first conceived and is the place where it is manufactured and shipped to all the world to-day. This is where the first rough model was built and where it was brought to its present state of perfection and usefulness.

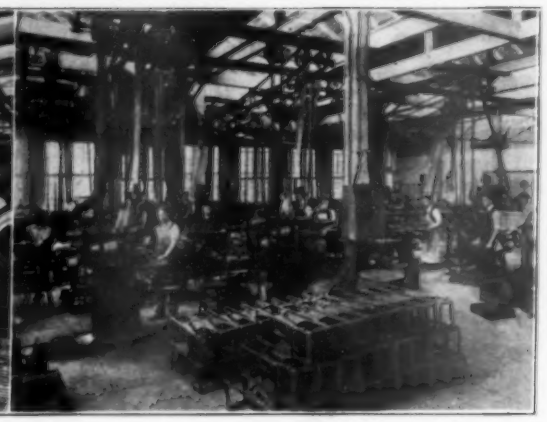
DRAFTING DEPARTMENT.



SCENE IN GENERAL OFFICE.

PUNCH PRESS DEPARTMENT.

DRILL PRESS DEPARTMENT.



MILLING MACHINES.

St. Louis had long been recognized as the natural home of the adding machine. It was here that the first crude machines were brought out and here also the machines have been developed to their highest point of efficiency. In no other city of the world are there so many mechanical experts trained in this peculiar line. Companies operating outside of St. Louis have drawn most of their important employes from that city, many of whom are now drifting back to their former home.

It was in this city that the Universal Adding Machine was first conceived and where it has been brought to its present state of perfection, having proven itself a most progressive leader in meeting the needs of the business public.

The first experimental machines were made by D. K. Hiett. He had in mind several important features which he believed improvements over other machines then on the market. Hiett aimed at convenience for the operator and simplicity in construction. To obtain the former he outlined a type of machine having a low keyboard, an easily visible total register, and a paper carriage on the top of the machine.

Simplicity in construction was provided for by the unit construction idea—the machine as a whole being made up of several independent and self-contained units or sections. To perfect and manufacture a machine containing these valuable features the Universal Adding Machine Company was incorporated, being then known as the Universal Accountant Machine Company.

The services of Frank C. Rinsche were secured to develop and make practicable the ideas contained in the Hiett model, the result being the No. 4 model Universal, which was first placed on the market in 1901. Its appearance at once stirred up the greatest amount of interest and commendation, the operating advantages of the new Universal being at once apparent to the users of adding machines.

First Located on Lucas Avenue.

The factory was first located at 2021-2025 Lucas avenue, St. Louis, where it remained for two years. Most of the machines turned out then are still in active service, giving the best of satisfaction, the owners of them refusing to part with such tried and tested friends. The output in those days was small, the largest number of men employed in the factory on Lucas avenue never exceeding eighty.

In the meantime Mr. Rinsche was busy designing a machine embodying the obvious advantages of the No. 4 model, in a machine which would also mark a new step forward in ease of operation. In 1903 the company moved to its present factory at 3807 to 3819 Laclede avenue. Soon after getting settled in their new quarters, manufacturing operations were suspended pending the perfection of the new machine which made its appearance on the market in the early part of 1905. The radical departure of the Universal machine from the old fashioned so called "pivotal" or rocking motion to the more up to date and scientific straight line movement marked an epoch in the adding machine industry, as did also the unit idea—a form of construction all manufacturers of mechanical devices strive for and few attain. This unit principle, of which the Universal offers one of the best examples, means the building of the machine from a number of interchangeable completed sections previously assembled into independent units, instead of from the individual parts and pieces, and permits the removal or exchange of any of these sections without interfering with the other parts of the machine.

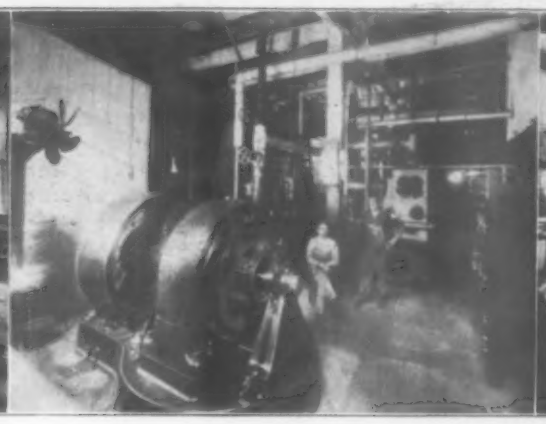
For example, on the Universal the entire keyboard section can be taken out and if desired replaced by another by merely unscrewing four screws which fasten it to the side frames. The accumulator may be detached in a similar way, as can the ribbon section, hammer section, etc., without disturbing the rest of the mechanism. The value of this arrangement, particularly for oiling and cleaning, as well as for any repairs which may be necessary will be undoubtedly apparent. This means that the cost of maintenance of the Universal is reduced to a minimum.

The principles underlying the construction of the Universal have been followed as far as possible by practically all the later machines, proving most conclusively the correctness of these principles from a mechanical standpoint.

ASSEMBLING DEPARTMENT.

MACHINERY HALL—NORTH END.

MACHINERY HALL—ANOTHER VIEW.



DYNAMO ROOM.

INSPECTION DEPARTMENT.

Similarly the production of the new or number 5 model Universal sets a new standard by reducing the handle pull approximately from fourteen pounds on the No. 4 model and other machines to six pounds on the No. 5. Another innovation brought out first on the No. 5 model was in the use of individual correction keys—an improvement which has proven of incalculable value to the operators. By the presence of these keys the operator may at once correct any figures erroneously set up on the key board of the machine without having to throw out the entire amount. Another important feature of the Universal in both the No. 4 and No. 5 must not be overlooked—viz.: printing totals and subtotals in red to distinguish them easily from items, without the necessity of a blank stroke between items and totals.

Type Without Springs.

In the earlier models of the Universal its builders had followed the older examples of other machines in the construction of its type section—using very light delicate springs to restore the type after the hammer blow had been delivered. The use of springs of this sort had been looked upon as a necessary evil. The No. 5, however, had a type section constructed without springs, thus removing once for all a great source of annoyance from the breaking of these springs. It is interesting to note that the Universal is the only adding machine to-day without springs in the type section.

These improvements, together with many others, such as automatic restoration of the repeat key, quick restoration of keys, the use of solid steel type instead of composition type, means for locking the carriage at any point desired by a small friction cam, etc., all of which are said to have been first brought out on the Universal and are said to substantiate the contention of the Universal Company that they have been the leaders in bringing out improvements calculated to benefit the users. From time to time other improvements have been added, although the general construction of the machine has remained the same. The latest step forward is the addition of an eliminating key, by which amounts may be listed but not added, such amounts being printed in a third color, green, to distinguish them from regular items and totals. In addition to all the foregoing the company have now under way some of the most remarkable developments, the exact nature of which they decline to disclose at the present time, but which they claim will make their machine "Universal" in fact as it is in name.

Demand for Electrical Operation.

A machine which could be electrically operated was one of the early ambitions of the Universal Company. The first adding machine run by electricity ever shown is said to have been the Universal at the bankers' convention in Iowa in 1902. This machine was equipped with a motor for direct current. No such current being available in the town the machine was taken out to a near by flour mill where this current was obtainable and was there shown to the visiting bankers, many of whom made the trip from the town to the mill to see the new wonder. Later it was exhibited in New York City, where it excited unbounded interest. The motor and worm drive then used are with slight modification the same as used to-day. Experiments were made in 1903 with the solenoid or magnet and plunger motor, and a number of machines so equipped were sold. Difficulty in obtaining a make and break switch to stand up under the work, however, led to its abandonment and the return to the worm drive and continuously running motor. Now electric Universals can be furnished for both direct and alternating current of practically all kinds.

The most serious problem confronting the Universal Company at the present time is how to produce enough machines to meet the demands of their twenty sales offices and sixty salesmen. The factory as now located has a floor space of 50,000 square feet filled to crowding with the most modern machinery and employing three hundred men. To meet the ever increasing sales for this popular machine a second story is to be added to the plant, work on which has already started. This increased space is expected to make possible an output more than double to the present output. Even with this one hundred per cent increase the company anticipates trouble in filling the orders, as they have now on

EXPERIMENTAL DEPARTMENT.

TOOL AND DIE MACHINE DEPARTMENT.

hand file orders for all the machines they can hope to turn out in the next six months.

Capitalized for a Million.

Starting with a capitalization of $250,000 at the time of incorporation, new stock has been authorized and issued from time to time to meet the rapidly growing needs of the business, till now the company has a capital of $1,000,000 fully paid in. Among the stockholders and directors of the company are such well known men as Hon. Ben T. Cable of Rock Island, Charles F. Bates of St. Louis, Wm. J. Chalmers, formerly of the Allis-Chalmers Company; E. D. Adams of the same company, J. Ogden Armour, P. A. Valentine, John J. Mitchell, president Illinois Trust and Savings Bank; Jay Morton and Hewitt Bros., all of Chicago; Thos. F. Ryan, Cornelius Vanderbilt, Geo. W. Perkins of J. P. Morgan & Co., Jacob H. Schiff of Kuhn, Loeb & Co., and Norman B. Ream of New York City; G. Lacey Crawford, E. F. Wickham, Congressman H. A. Coudrey and Samuel E. Hoffman of St. Louis.

The marked success of the Universal has to a large degree been the result of the untiring efforts and skillful direction of Mr. C. H. L. Flintermann, general manager. Coming to the company in the spring of 1905 he has, though not before experienced in the adding machine business, built up the organization of the company's forces to their present high development, instilling a spirit into the men which has made possible the rapid increase in the business—a growth well illustrated by the fact that the business closed each month for the last year shows an increase of 10 per cent or more over the month immediately preceding, with an outlook for future business which is practically unlimited. One source of great satisfaction to Mr. Flintermann and to the company in general is the wide spread adoption of the Universal by houses of national reputation. It is a fact that the largest individual users of adding and listing machines among commercial houses use Universal machines. In most of these cases the decision to purchase Universals rested finally on the reports of disinterested mechanical experts who were called in to pass upon the construction and durability of the competing machines. In this connection it is interesting to know that in practically 95 per cent of the cases where unbiased experts have been asked for their opinion their decision has been in favor of the Universal.

The officers of the company have requested the writer in closing this article to call attention to the serious loss sustained by them in the death of Hon. Jas. H. Eckels, president of the Commercial National Bank of Chicago, who at the time of his death was first vice-president of the Universal Company. His great interest in its affairs coupled with his high standing and unquestioned ability made him a most valuable officer and counsellor, the loss of whose guiding hand is felt and regretted by every representative of the company.

Dealers Should Visit Plant.

Office appliance dealers who go to St. Louis could do nothing better than to visit the plant of this concern. The lessons to be learned in organization, handling a selling force, systematizing a business and a factory as well are worth going many miles to study.

This concern has a selling force that is as thoroughly organized and drilled as the German army, and is as capable of concentration as any body of men ever enlisted in one cause. Enthusiasm is one of the leading ingredients that Manager Flintermann injects into his men, with the result that every person connected with this plant thoroughly and conscientiously believes in the Universal product.

Postpone Knoxville Business Show

Affair Will Be Held Next Year Instead of This, and Prospects Are for a Big Display. —Board of Trade and Merchants' Association Interested.

Knoxville's big business show that was to have been held the second week in September has been postponed until next year. The reason for this action is that the promoters feel that the time was too short to put on a show of the proportions the town warrants, and also for the reason that the bids for space exceeded what could be accommodated. By next year larger quarters will be ready and the people behind the movement will be in position to accommodate all who desire to go in, but under the circumstances it was deemed best to postpone the show until all who expressed a desire to go in could be properly taken care of.

While accommodations in the way of space were insufficient to meet demands, the backers also felt that the time was too short to carry on the affair in a manner satisfactory to those who did show, and the result would be a certain amount of dissatisfaction and many who wished to be represented and who would be barred because of lack of room would feel that they had been discriminated against, and it was the desire of those interested to prevent anything of this sort at all costs.

Knoxville and the south generally were very enthusiastic over the prospects of a strictly southern show that was to give southern products an opportunity of being shown, and at the same time introduce northern devices to the southern trade. This is an opportunity that the south has long sought and the enthusiasm evident was a proof of the success that the show would attain.

It is a matter of congratulation to the promoters of the show that notwithstanding the glowing prospects they had that they postponed the exhibition purely from a feeling of justice both to those who were to exhibit and those who would attend, for considerable expense had been gone to when it was discovered that the space was insufficient to handle the deal properly.

South Very Enthusiastic.

So enthusiastic were the southerners that the Board of Trade pledged its financial and moral support and other organizations of local business men joined hands and put up money to aid the cause. The local association agreed to buy and pay for 10,000 railroad tickets to be sent to merchants in and about Knoxville to get them to attend the show. Rates were also arranged for on the railroads so that visitors would be able to attend from all quarters at reduced fares. Over 1,000,000 pieces of advertising matter were in process of preparation and a street carnival was to have been a part of the exhibition. With such auspicious prospects the show was predestined to success, but the promoters desired to make it an annual affair and the plans laid out by them in the beginning grew and grew with such remarkable rapidity and success that the show room figuratively became smaller and smaller, and it was thought better to postpone and put it on next year on a much larger scale.

Knoxville, Tennessee, is one of the most prosperous cities in this country and is a leader in the south. It is forging rapidly to the front and has made a record for business in the last few years that will keep northern cities humping to keep up. The business men, manufacturers and jobbers are very enthusiastic over anything that will benefit Knoxville or the south generally, and the manner in which they took up the business show idea is an evidence of this. It was a mater of honor more than dollars that caused the promoters of the show to postpone for a year and the plans laid this year will be followed next year with the addition of several features that will be made possible when the space for the show is increased. The plan of the southern business men is to make this business show week the biggest week in Knoxville of the whole year, and work will be pushed from now on in the matter of preparing for the event a year hence.

Northern office appliance manufacturers will find no better opportunity to introduce their wares into the most prosperous section of the south than through the medium of this show, for there never yet has been a show held anywhere that received such unqualified support from the business interests as this one. The fact that 10,000 merchants will be brought in, transportation paid and admission to the show provided for on the understanding that in visiting Knoxville they do so for the purpose of seeing the business show, is an inducement that no show has ever before been able to offer. This means that an attendance of 10,000 southern dealers can be guaranteed and there are as many more who will pay their fare in and fully as many doing business in Knoxville and environs. This would mean that the crowd would be all that an exhibitor would desire and the proportion of buyers would consequently be about 90 per cent, as against 10 per cent sightseers.

The company putting the show on has been incorporated under the laws of Tennessee and the address is Knoxville. The show is backed by the entire business interest of this city and has the unqualified support of the best organizations in this vicinity, and the individuals who form the corporation are responsible and able to deliver the goods. Next year will see a show in Knoxville, if plans carry, that will be a surprise to people of the north.

Loose Leaf Concern Wins Patent Suit

Chicago House Which Undertook to Defend Patent Rights Wins a Victory in New York Courts Sustaining Broad Claims.

BY J. S. M'DONALD.

In the February issue of Office Appliances, on page 93, under the caption "Loose Leaf Concerns May Go Into Court," the following statements were made regarding the validity and possibility of sustaining basic patents on loose leaf devices:

"As far as can be learned patents on loose leaf devices are doubtful affairs. Loose leaf ideas have been manufactured so long that it is hard to prove basic patents, and this is given as the reason by some that litigation has not been started before and that practically all litigation started between manufacturers has been compromised before coming to trial.

"If any one owns basic patents the thing for the individual to do is to establish these patents. If the patents are good the government will uphold them, and if they are good the owner is entitled to royalty on every device using them.

"This procedure would be the most simple, but would be mighty expensive for one man or one firm, and the mistake was made in the beginning when the manufacturer did not take steps to protect his patents from the very start."

At the time this article was published, two suits were being tried in the United States District Court in the southern district of New York for the protection of basic patents on what is known as the Gravity lock binder, owned by the J. S. McDonald Company, against the Safety Systems Company of New York and Andrew D. Hulquist, the inventor of the device, who had assigned them to J. S. McDonald.

Bought Patents in 1902.

In the latter part of 1902 I was called upon by a man named A. D. Hulquist, who made a proposition to sell me a certain patent that he had taken out on a loose leaf binder and all future improvements upon it and all inventions relating to such binders and patents that he might take out during the life of the original patent. He stated that he was then in the employ of a well known loose leaf house in Chicago and that he was about to leave it and look for a situation elsewhere. I asked him whether he had shown his device to the management of the concern he was working for. He stated that he and its manager had tossed it aside as of no account. I told Hulquist that I thought favorably of the gravity lock principle involved in his invention and that I would have its originality inquired into by my patent attorneys.

I submitted a copy of Hulquist's patent to Walter H. Chamberlain, formerly assistant commissioner of patents, of the firm of Chamberlin & Wilkinson, who replied as follows:

J. S. McDonald Company,
Chicago, Ill.:

Gentlemen: You have submitted to us U. S. Patent No. 681,223, dated August 27, 1901, for Lock for Adjustable Back Frames of Account Books, Ledgers, etc., and asked us for our opinion, first, as to whether devices made under this patent would infringe on any prior existing patent, and second, whether or not the claims of this patent are valid and properly cover the invention.

The writer personally examined while in Washington all prior patents that had been issued on devices of this nature, the search comprehending the classes of projecting pins and covers and extensible pins and covers. I could find no prior patent on which you would infringe by the manufacture and sale of the Hulquist structure. The broad idea of two stiff covers with means for extensibly locking them together at any desired point of separation is disclosed as far back as the patent to Doyle, 333,061, dated December 22, 1885, which has now expired, consequently no broad claim can be maintained on the structure and it is merely a question of whether the specific locking means of the Hulquist patent infringes on any other patent. I do not find that it does. In fact Hulquist is broadly new in his idea of a gravity operating lock and I could find nothing which would anticipate the claims of the Hulquist patent or which would render them invalid.

Respectfully, etc.,
(Signed) Chamberlin & Wilkinson,
By Walter H. Chamberlin.

After receiving Mr. Chamberlin's letter I decided to enter into contract with Hulquist for the purchase of his patent and all improvements and inventions relating to ledger binders, loose leaf binders and holders of any description that he had invented or may in the future invent during the life of said patent No. 681,223, and any and all patents covering such devices that he had taken out in the past and may take out in the future, Hulquist also agreeing not to suggest to others any ideas that may be detrimental to J. S. McDonald or the J. S. McDonald Company or their assigns, and that he would use his best endeavors to extend the trade of the J. S. McDonald Company in the line of loose leaf ledgers, binders and holders, etc. Hulquist was required to make oath that no one but himself had any claim of any kind upon the patent.

Hired the Inventor.

After the signing of the contract Hulquist entered actively into our employ for the development and improvement of the gravity lock binder and several other patents were issued in his name and assigned to me.

Finally the tempter came and Hulquist suddenly left us without notice and I heard nothing more of him until I met him at the Business Show in New York in the fall of 1904, and found that he was connected with the Safety Systems Company of that city and that company was making a binder and had it on exhibition that infringed on two or three of the gravity lock binder's patents, which belonged to me.

When I stated this fact to the parties in charge of the exhibit the reply was that patents did not amount to anything, that the patent laws were a farce, that it was easy to get a patent but quite another thing to sustain it through the courts.

Well, I did not think the patent laws were a farce. I thought I had good and valid basic patents, which the courts would sustain. I had paid the inventor his price for them and determined that neither he nor others should rob me by infringement. I placed my case with Messrs. Duell, Warfield & Duell of New York City, whose senior member, Mr. Charles H. Duell, was formerly commissioner of patents and associate justice of the U. S. courts of appeals for the District of Columbia, with directions to commence suit against Andrew D. Hulquist and the Safety Systems Company for infringement as soon as it could be brought.

That my judgment was correct in the matter is borne out by the decision of Judge Holt of the United States Circuit Court, southern district of New York, which I append:

Copy of Decision.

UNITED STATES CIRCUIT COURT, SOUTHERN DISTRICT OF NEW YORK.
IN EQUITY.

J. S. McDONALD COMPANY, Complainant,
vs.
ANDREW D. HULQUIST AND SAFETY SYSTEMS COMPANY, Defendants.
J. S. McDONALD COMPANY, Complainant,
vs.
SAFETY SYSTEMS CO., Defendant.

Warfield & Duell (Charles H. Duell, Frederic P. Warfield and Holland S. Duell, of counsel) for complainant.

Lewis J. Doolittle, for defendant Safety Systems Company.

HOLT, J.:

There is no doubt that the defendant Hulquist, who took out the patents sued on, and who assigned them to the complaint, is, under the authorities, estopped from denying the validity of the patents. The complainant claims that the defendant the Safety Systems Co., is also estopped. If it were necessary to decide this question, I think that I should hold that it was. It claims, of course, that it is a distinct corporation, and that Hulquist's only relation to it is that of an employe. But there are strong grounds for holding, on the evidence, that it is merely a company gotten up to use the invention, with the aid of Hulquist. It is, however, in my opinion, unnecessary to decide whether the Safety Systems Co. is estopped from controverting the validity of the complainant's patents, for I think there is nothing in the evidence which supports the defense of anticipation. Hulquist's original patent may be regarded as being, in a certain sense, a pioneer patent. Of course, he did not discover gravity, and he was not the first to employ gravity as a force; but he appears, from the evidence, to have been the first who devised a loose leafed book binder provided with a lock operated by gravity instead of by springs or keys. A binder so locked without the use of a key was a great convenience, and has proved successful commercially. Hulquist's later patents are simply improvements in detail of his first one.

I cannot see that Hulquist's original idea is anticipated in the patents of Paxson or Chubb, which seem to be principally relied on, or in any others cited. The proof of infringement, in my opinion, is clear. The device of Cleveland, which is used by defendants and which is claimed to avoid infringement, is merely an equivalent.

The case seems to be the not infrequent one of a patentee, who has sold his invention and received his price, going into the service of a competitor of the vendee of the patent, and aiding in an effort to use the invention, while trying to avoid the appearance of infringement.

My conclusion is that the complainant is entitled to a decree in the usual form for a permanent injunction and an accounting.

June 14, 1907.

In regard to the decision of Judge Holt our attorneys who fought the good fight for us, Messrs. Duell, Warfield & Duell, No. 2 Rector street, New York City, write as follows:

June 15, 1907.

Mr. J. S. McDonald,
Chicago, Ill.:

Dear Sir: We are enclosing herewith copy of the decision of Judge Holt handed down yesterday in relation to your two suits against Safety Systems Co. The opinion, as you will observe, is very sweeping in character and sustains complainant's position upon every point. Not only are all the claims involved held to be valid and infringed, but the parent patent in suit No. 681,223, is given the broad pioneer interpretation contended for.

We are personally very pleased that the desired results have been completely attained so early in the life of the patents.

We especially wish to call your attention to that portion of the opinion which holds the parent patent to be in a certain sense a pioneer. We quote the holding of the Court upon this point since it involves the gist of what was contended for and is the most valuable part of the decision:

"Of course, he did not discover gravity, and he was not the first to employ gravity as a force; but he appears, from the evidence, to have been the first who devised a loose leafed book binder provided with a lock operated by gravity instead of by springs or keys."

Respectfully,
DUELL, WARFIELD & DUELL.

On June 19, 1907, decrees were entered by the Honorable Judge Holt in the suits against Andrew D. Hulquist and the Safety Systems Company for infringing upon letters patent No. 681,223, issued August 27, 1901, to Andrew D. Hulquist, letters patent No. 807,557, issued December 19, 1905, to Andrew D. Hulquist, and for infringement on letters patent No. 749,560, issued January 12, 1904, to Andrew D. Hulquist, all of which were assigned to J. S. McDonald. Perpetual injunctions, accountings, and costs were granted.

Appliances at the Bureau of Engraving and Printing

Uncle Sam Uses the Latest of Everything and Has Some Wonderful Machinery and Devices in the Place Where the Paper Money and the Postage Stamps Are Turned Out.

BY WALDON FAWCETT.
(Washington, D. C.)

There is probably no division of Uncle Sam's business establishment that is more replete with ingenious time and labor saving devices of one kind or another than that unique institution, the U. S. Bureau of Engraving and Printing. As most of our readers are aware, the Bureau, which is located at Washington, D. C., is a monster printery wherein are manufactured all the forms of U. S. currency, postage and revenue stamps, government bonds and other securities that are backed by the national credit. The interesting appliances which one sees on every hand in this bee-hive of industry are designed primarily to facilitate the process of manufacture in this specialized field and possibly very few of them could be introduced in the same identical form in ordinary office practice, but at the same time they offer suggestions in economy that can be profitably taken to heart by the average business man.

From a mechanical standpoint probably the most remarkable piece of apparatus in the entire institution is what is known as the geometrical lathe and which is used to produce automatically the wonderfully intricate web-like designs that are seen on the reverse of the average bank or treasury note and serves as one of the greatest safeguards against counterfeiting. The mechanism of the lathe is so complex that to operate it successfully requires not only the highest order of mechanical skill but also a thorough knowledge of mathematics.

A glance at the reverse side of a bank note will impress the reader at once of the care, skill and time that must be put upon this piece of work to produce the fine even lines that will be seen. The operator who uses this wonderful machine is not only a skilled mechanic and a mathematician of considerable ability, but he is also one possessing a degree of accuracy in his work that can come only from long service at such delicate work. The perfection of the designs and the evenness of the lines as well as the regular way in which it is done makes it easy for one familiar with perfect money to detect a counterfeit bill in an instant.

Another device that almost thinks is the apparatus used to imprint the distinctive series numbers which appear in red ink on either end of each piece of currency. This novel press is operated by a woman, being actuated by a treadle arrangement. It sets its own type and automatically numbers consecutively from 1 to 1,000,000,000. The new-made paper money is run through this machine in the form of sheets, each made up of several notes or certificates, just as the postage stamps, as handled through all the various steps of manufacture are in sheets, each containing four hundred stamps.

Numbers Each Bill Separately.

As the sheets pass through the machine, the device numbers consecutively and automatically makes the changes. Each sheet contains a number of bills and each one must necessarily have a different number, and from the lowest they increase to the highest, and each must change as the sheets go through. This is more complex than would be apparent at first thought, for it will be seen that while the first number on the first sheet is one higher than the last number on the last sheet, it must be as many numbers higher than the next sheet goes through as the sum of the number of bills will be added to it. Thus, if the first number through was 456,654 the next bill would be number one higher and if there were ten bills on a sheet the last bill would be 456,664; but when the next sheet went through the first number would not be one higher than the first number on the previous sheet, but eleven higher or one higher than the last number on the last bill. This means that the first number must be pushed forward ten points, the second nine and so on, so that the work of this machine proves to be quite complicated.

Business men who have occasion to make any extensive use of mucilage in their office work might gain pointers from the machines used at the Bureau for gumming postage and revenue stamps. The sheets of stamps pass under a glass roller that is adjusted to supply the proper coating of adhesive and draws its supply from a tank directly above. Then by means of an endless chain the freshly gummed sheets are carried through a short wooden tunnel in which so high a temperature is maintained that after a slow journey through it, occupying only about a minute, the sheets emerge perfectly dry.

In no banking or other institution is the handling of money and other securities attended with greater system than at Uncle Sam's great currency factory. Some idea of the comprehensive character of this plan for keeping tab on the wealth in the making may be gained from the fact that during the transformation from blank paper to legal tender every piece of currency is counted fifty-four different times. In an institution such as this, with a payroll of 2,600 employes turning out a product almost as valuable as diamonds, it is also essential that the factor of individual responsibility shall be emphasized. Accordingly every printer who loses or mislays a sheet of the special paper provided for currency printing must make good out of his wages the prospective value of the sheet when evolved into currency and in branches of the Bureau such as the examining division, where the disappearance of a sheet of bank notes or treasury certificates cannot be blamed upon any individual employe, the entire force of the division must share the loss in the event of the disappearance of such a treasure. It will be seen that the disappearance of a sheet containing four $50 bills might be pretty serious and there is one case on record where the entire corps of workers in one division were detained until 2 o'clock in the morning ere such a recreant sheet of money was finally discovered in a ventilator whence it had been blown by a current of air.

Similarly the most elaborate precautions are made for the safe-keeping of the dies and plates from which the postage stamps and currency are printed and the loss of which would, of course, be far more serious than the disappearance of one or more impressions in printed form. There are more than 65,000 of these printing plates in the possession of the government and they are kept in two vaults, each eight feet in length by six feet wide and fitted with the finest and most intricate class of mechanical locks in existence. The large doors of the vaults each contain three combination locks and they are opened at 7:30 o'clock each morning by three men, each of whom is entrusted with the operation of one lock and all three of whom must work in conjunction in order to loosen the bolts. All the plates and dies needed for the day's work are "checked out" to the employes of the big plant

EXAMINING NEW MONEY.

STAMP GUMMING MACHINES.

CUTTING NEW MONEY.

during the early morning hours and a similarly elaborate accounting is made when the precious pieces of steel are returned to the vaults at the conclusion of the day's work.

Women Generally Employed.

It is interesting to note that the employes engaged in examining and counting new currency at the Bureau of Engraving and Printing are principally women, the experience of government officials indicating that members of the fair sex are more deft in handling over the sheets of money to discover defects of printing and can also work more rapidly in counting bills. The numerous countings to which the sheets of paper money are subjected, as above explained, has the effect of eliminating much of the sizing with which the paper was originally charged and to restore the very essential quality of crispness to the currency the sheets are fed into a machine which takes them through a bath of alum, glue and other ingredients. They are then laid between pieces of oiled cardboard and placed in large packages between the lips of a hydraulic press. After pressure has been applied for a few moments the notes emerge in the full possession of that crinkley quality which is distinctive of freshly issued currency. A modification of this plan for rejuvenating currency or other securities could, of course, be utilized by any business man.

The government was the first institution in this country to adopt system generally, and the result has been that system has to a large extent degenerated into red tape, although in this department men are employed who have figured out systems for this branch so carefully and accurately that everything is done with clock-work precision. The Bureau of Engraving and Printing is one of the most interesting departments of our government and the devices used there are all of the latest pattern, and Uncle Sam is seeking ideas all of the time to make the work easier, quicker and to perform tasks with greater accuracy.

While few of the devices used in this department would be of interest to the average business man beyond that of seeing them work and being entertained, amused and instructed by the manner in which government looks after this function, yet the machines that do the work would be of more than passing interest to office appliance dealers and commercial stationers who has printing and manufacturing departments in connection with their business.

The gumming machine used for making postage stamps is extremely interesting by reason of the fact that every commercial stationer has calls for gummed stickers with printing on them, and a great many department stores in various parts of the country use their own trading stamps, with the attendant result that some one must print them, and as they must all be gummed in order to make them useful to the housewife and easily handled by the merchant, this machine would appeal to those who do this class of work.

The Printer's Way.

The usual way in which the ordinary commercial stationer handle orders for gummed work is to buy the paper in sheets, gummed on one side, set up his form, and after the printing is done cut off the labels in the sizes required. When it is desired to have labels in two or more colors and the sizes are small, the commercial stationer is up against it, and usually refers his inquiry to one of the big houses who make a specialty of ticket and label work.

Sometimes when a small quantity of labels are required, a boy is given a bunch of regular stock labels and instructed to feed them into a Gordon press; but this is expensive and slow, and the average commercial stationer would rather not handle orders of this kind.

For making trading stamps this device would be of a great advantage to the printer. He could print his forms in the regular way on large sheets of paper, perforate them, and after all of these details were disposed of he could run them through the gumming machine and his task would be over—right up to the point of binding them into books. The government adopts all of the new ideas that are proven to be of advantage and worth to them in their various departments and the machinery used here is the result of evolution and a continued desire to have everything about the various departments of a kind that will produce the proper kind of results.

The care used in seeing that every piece of paper money is perfect and properly recorded before it goes out, is a sample of the way in which the government safeguards everything. The slightest defect in a bill will cause it to be cast aside, and nothing but absolutely perfect money is permitted to leave the department.

System rules everything about the government departments. When it is considered that the business done by the United States exceeds that of any other institution on the continent, the scope it covers and the requirements necessary to make it work harmoniously and perfectly in all of its divisions will almost stagger the average reader. System is a necessity and the mere establishment of the system is not all that is needed. System established must be carried out, and it is by means of the perfect system and the improved machinery that the government is able to carry on its business daily in the rapid and automatic manner in which it is conducted.

WESTERNER'S HIT NAIL ON THE HEAD.

Editor of a Paper in the Wild and Wolly Pays His Respects to the Man Who Uses Rubber Stamps.

The following was clipped from the Osceola (Arkansas) Press, and tells in plain western language what the editor thinks of a man who fails to patronize his printer. This sentiment may find receptive readers of office appliances who see the possibilities for good sized printer's bills among their customers diminish as the business in the rubber stamp agency thrives. By the way, this fellow is taking a wallop at the rubber stamp user, but he has clean forgotten to give credit to the other fellow from whose paper he swiped it. It always pleases an editor to see his good stuff swiped, and the little word "selected" placed at the end of the last line. Makes the editor feel the same way the printer does when he see the business men using rubber stamps when printing would do as well.

"If the business man sees fit to daub his note heads and envelopes with a rubber stamp and thus lead outsiders to think there is no printer in his town he ought to be salted. Such a man as that, when he comes to die, ought to have his obituary and resolution of his lodge printed on a board fence with a rubber stamp.

"And when he has a baby at his house or a party, or a son or a daughter gets married, or he gets married himself, a full account of the important event might be printed with a rubber stamp on a sheet of writing paper and tacked on his front door. And when he is a candidate for office he might stamp himself a label to the effect that he wants to be sheriff, road overseer or justice of the peace, as the case might be, and pin that on the bosom of his pants.

"And when the opposition jumps into him he might stamp another label saying it's a blamed lie and pin that on, too. Come to think about it, there is no end to the uses a rubber stamp might be put to in the hands of an enterprising and economical man.—Selected.

"The foregoing article was clipped from an exchange, but applies so well to one or two business men in Osceola that we cannot refrain from using it."

PERFORATING POSTAGE STAMPS.

POSTAGE STAMP PRESSES.

NUMBERING PAPER CURRENCY.

Payne to Conduct Atlanta Show

Popular Manager of the National Affairs Branches Out and Will Hold the First Office Appliance Exposition Ever Put on in the South.

While Harry A. Cochrane is busy looking after the interests of New York and Chicago Shows this fall, F. W. Payne will be busying himself completing preparations for a big show that will be held in Atlanta, Georgia, under his own personal direction. Owing to the fact that Mr. Cochrane will be so busy in the north Mr. Payne will act absolutely independently in putting on the southern show and will have his hands full, although it goes without saying that the affair will be a huge success.

Much encouragement has been given by the officials of the city of Atlanta as well as the business men, the Board of Trade and other organizations. In fact so much enthusiasm has been generated that the show is already an assured success, and Mr. Payne will very soon start out to line up northern exhibitors who will find it a mighty profitable venture to show their products in Dixie under such favorable circumstances.

The south is all ready for just such a show as this one is to be. It has progressed to a point where it is equal to almost anything in a business way, and Atlanta is a truly American city. In fact it is the Chicago of the south. Atlanta to-day handles more business in every line than almost any other southern city and is giving her northern sisters a task keeping pace with her progress and her push. Suthern business men are enthusiastic from the very start, and the ginger they are putting into this movement of Payne's is going to make it a true winner.

Payne has secured a huge building in Atlanta that is larger than Madison Square in New York, and will accommodate more exhibitors. It is centrally located and not only is every one in Atlanta familiar with it and its location, but it is equally well known throughout the south generally. It is advantageously arranged in every particuar to make the show a marked success and everything is being done to push matters ahead as fast as possible.

Show Comes in December.

Conditions in business are somewhat different in the south from what they are in the north, and so this show will be held quite late in the year. The dates decided upon are December 2 to 7, and these will be busy days for Atlanta and the south.

An immense sum of money is to be spent advertising the affair throughout the southern states, and the railroads are going to co-operate in giving reduced fares and in giving the affair wide publicity all along their lines. The business organizations, city officials, Board of Trade and other local organizations will also support the show largely, and will do all in their power to make it successful in every detail.

The south is to-day more prosperous than it has ever been in the history of the country. Large amounts of capital are being invested in all kinds of business enterprises and things are on the boom generally. Crops are good this year and cotton and tobacco, as well as all of the other principle products of the south have been steadily increasing in price and in demand at the same time. The south is ready for just such a show and there isn't the slightest question in the world but that it will be a marked and signal success. The enthusiasm displayed in Dixie is remarkable and it is of the kind that makes for permanent success. The enthusiasm with which the city and the business men have entered into this deal, shows how ready they are to support such an idea.

As a consumer of office appliances the south is rapidly forging to the front. There have been established within the last few years some of the most progressive office appliance concerns in the country south of the Ohio river. The demand on the part of southern business houses for devices that will shorten office work and aid in the transaction of business has caused large numbers of such concerns to spring up, and the more that are established the larger the call for help from the southern business houses.

The majority of these concerns have started within the past five years and their success

F. W. PAYNE.

has been phenomenal, which shows the trend of sentiment and business. In most cases the demand existed before the office appliance concerns did, and all that they had to do was to supply the demand. In other cases they were established and produced the demand afterwards, but in both cases, the demand has increased steadily and rapidly since the ideas were first introduced.

Northerners See Opportunities.

Northern manufacturers were quick to see the opportunities that were opened up for the disposition of their wares and encouraged the dealers who started up, to push sales for all they were worth. The manufacturers seized the opportunity to advertise office appliances and aid in creating the demand as well as encouraging the young firms to do their share. Such concerns as Fielder and Allen of Atlanta and the Dorsey Printing Company of Dallas, Texas, are good types of these up-to-the-minute progressive houses that are putting the southern towns on a footing equal to the largest northern cities in the matter of business and push. Such firms as these have done a great deal for the south in general and the enthusiasm that they and others like them have generated is the cause of this great awakening along office appliance lines, and what has created the demand for a big southern business show that will rival in every particular the events pulled off in Chicago and New York each year.

There is no better man in the country to handle this southern show than Fred W. Payne, who has made himself famous wherever office appliances are found on this continent, and the quick endorsement that he received from the business associations, and individuals in Atlanta is a proof of his personal popularity and the success that greets ventures he undertakes. His personality has gone a long way to make the National Show a success and the manner in which he attaches himself to men is a valuable asset that is sure to tell, and which has told in the south already.

South Needs the Show.

A big show of the magnitude of the one that Manager Payne will put on in Atlanta is what the south needs and what it deserves. It will prove the greatest opportunity so far offered to manufacturers in all lines of office devices to do what they have been seeking to accomplish for a long time. Taking goods before southern busines men by sending out travelers from the north is expensive, particularly when the trips they make are educational rather than productive of orders. Every firm has to do this, but distances in the south are so great that the traveling cost amounts to so much that manufacturers have found it entirely too expensive in many lines to attempt it on any very great scale. What they have sought is a means of getting this publicity with less expense.

Millions of pieces of mail matter go into the south every year from northern houses, but southern business men have justly complained that in a great many cases they are absolutely unable to see the devices advertised and in order to get a look they must necessarily make purchases. Goods taken this way are not always satisfactory, and this has been the cause of the establishment of a large number of office appliance concerns throughout this territory, still business men complain that even with these new houses springing up they are unable to see northern products, and the northern manufacturers are complaining at the same time that they cannot show their goods in the south because of the great expense entailed sending men down there.

This great business show is going to solve the problem once for all. This will be followed by other similiar affairs and the big Atlanta event will be annual.

The result of this is sure to be that there will be a greater demand than ever before for northern products and the south will be given an opportunity it has long sought and deserved to see northern products in a southern city in such a manner that every one will have an opportunity of becoming familiar with their appearance and details, so that when a southern business man seeks to find a device to perform certain work in his business, he will have seen the best produced and know exactly what he wants and where he can get it.

Payne is Popular.

It will be a matter of some surprise to the friends of Manager Payne to read that he has

gone so far south with his venture, as St. Louis has been looked upon as a most advantageous place by many. However, when all the facts are taken into consideration it is seen that the choice of Atlanta was a fortunate one, for in holding a show here, it produces no competitor for the northern shows, and thus will not cause exhibitors to feel that the show idea in the north is being worked too hard. The south wanted the show badly enough to bid for it, and Atlanta bid high enough to get it. Besides this, Atlanta is the best place in which an all-southern show could be held and the desire of Manager Payne was to produce this kind. He has certainly struck a responsive chord in the hearts of the southerners now that he has expressed his determination to give one in this section of the country, and the announcement will be met with approval upon the part of northern manufacturers for they will now see a way to introduce their goods in this section of the country in the manner in which they have desired for years, and at the same time keep the expense down to a point compatible with good business methods.

There is no doubt but that the southern show will be a great success. Manager Payne announced to some of his friends privately that he had made arrangements. Immediately there were good wishes expressed on every side, and some of the friends to whom he told his plans were manufacturers. Immediately they spoke for space and had him mark off sections on the hand-made drawing of the floor plan that he had in his pocket, and that he was taking to the engraver's to have a cut made of in order that he might have a quantity of them printed. Before he got very far he had so many spaces marked on his diagram that he found it necessary to send for a new tracing, and he took no chances with this one. He gave the man who made it instructions to send it to the engraver himself, as he feared that if he carried it around in his pocket, it too, would be filled with requests for reservations.

Already he has started active work on pushing arrangements. He has sent out letters and invitations to members of the trade to join hands with him and co-operate in the work of making the show a success, and there is not the shadow of a doubt but that when December rolls around, every space in the big building will have been sold and that Atlanta will present to the south one of the biggest industrial expositions ever held anywhere in this country.

National Business Shows Near at Hand

Last Call Soon to Be Issued by Management to Those Who Desire to Secure Spaces in the Chicago and New York Events.

With less than two months intervening between the present and the time of the opening of the National Business Show at Madison Square Garden, New York, the managers are pushing hard to get everything in shape as much before the opening day as possible. October 12 to 19 are the days that will consume the time of those interested in business devices at the New York show, and these dates will soon be here.

Remarkable success has attended the efforts of the management, and the New York Show will be ahead of what it was last year in a great many particulars. Never before was so much space sold so early in the season as this year, for hardly had the Chicago exposition closed until more than half the space for the New York Show as well as this year's Chicago show, had been sold, and this by request made upon the management unsolicited.

Great discrimination has been used in arranging exhibits this year, and the show will more than ever present a perfect appearance as a business affair. This will be a business show that is a business show, and the management has seen fit to reject a number of requests for space on the ground that the goods to be exhibited, while meritorious and interesting to the general public, could hardly be placed under the head of office appliances or business devices. The fact that the management has used this fine sense of discrimination, proves two things: First, that they intend and purpose to make the show strictly a business show. Second, that they have more requests for space than they can take care of, proving the popularity of the business show idea, and that they are inclined to leave spaces unsold at the show, rather than to let in firms who would show goods that would attract a maudlin crowd rather than business people who are really interested spectators.

Business men and manufacturers want a show that is for them. They are selfish in this regard and rightly so, for if the show is to be a business show, that is what it should be, and the management does the proper thing when outsiders are barred. The fact that this has been done has made the show managers popular with the manufacturers, for while they deprive themselves of the sale of the space, they serve the best interests of the other people who show goods and who put in lines that have a direct bearing on business.

It is a fact that this year efforts have been made to get in more new and interesting devices than ever before, with the result that the show will present a number of ideas that are novel and astounding in their performances. This has been one feature that has attracted a large number of business people in the past who have been interested in finding machines and devices that will aid them in their business, save time and money, and at these shows it has always been true that more such devices have been shown to the public for the first time than anywhere else.

Many New Ideas Shown.

The country has been scoured for novel ideas, and the newspapers of the country have contained announcements of the various ideas that have been acquired for this show. They amount to considerable in number and will be of interest to every one who pays the shows a visit. These new devices are always money makers for some one, and the manufacturers are always willing to make pretty liberal terms when the product is first being marketed, and in this way the shows are a mighty valuable thing for office appliance dealers, for in visiting them they can secure the representation of new and novel devices that will put them away in the lead in their home cities or territories.

It is safe to say that the vast majority of time and labor saving devices now used in offices generally, received their first introduction to the public through the agencies of the National Business Shows, and a great many manufacturers trace the successes of their business directly to what they gained by being represented there.

At the last Chicago show a manufacturer showed a device that he was manufacturing and attracted so much attention that his booth was full all of the time. When he folded his tent and went home he had in his hip pocket orders enough to keep his factory going for the next eighteen months. He had a good sized factory, too, and was manufacturing his product in quantities at the time. This is but one instance of the value that these shows are to manufacturers, and every show that is held multiplies the number of instances.

Another man who had a device that he knew was all right and that he wanted to market, was shown to the public at the National Business Show for the first time, for two reasons. The manufacturers wanted to see what the public would think of it, and also to learn if he could of any possible changes he could make in it to make it more salable or profitable.

Improved His Device.

The first day that the show opened he learned more about his own machine than he ever knew before. The public got interested in it, and he saw where he could improve it and make it more popular all around. On top of this he secured so many actual signed orders that his factory facilities proved to be about one-third of what he would require to fill the orders he took here alone. Every day orders piled in on him, and he has not succeeded in filling them all yet, although in the meantime he has doubled his factory.

The influx of orders showed him that the capital that was behind his concern was insufficient to produce the devices in the quantities that the public demanded them, and that something had to be done in this direction. The third day of the show he took a different tack. He placed more people in his booth to look after things and then he got busy with the stock book. The result was that he was able to increase his working capital to such an extent that he was able to go ahead in the manner in which he had hoped he could all along. For this man the show did three very important things: It showed him how he could improve his machine. It provided him with working capital to put the factory where it should be to produce the machine in the quantities that the public demanded them. It produced enough actual orders for him to keep the factory going a year after he had invested the capital he had raised..

It would be an easy matter to go on for pages and pages and tell instances of where manufacturers and inventors had acquired great good from the business shows, but these instances will give a fair idea of some of the things that are being accomplished. The business shows are great ideas for buyers and

sellers, manufacturers and dealers, and all can get great good out of them.

The New York show will be the most beautifully decorated that has ever been held in Madison Square Garden. All decorations, signs and lights will be uniform in every particular. The view presented to the eye of the visitor will be one of symmetry, beauty, elegance and propriety. This will be the first time that the uniform decoration idea has been tried at the Business Show, and there is no question but that it will prove to be a winner. Exhibitors have approved it to a man and are highly pleased with the determination of the management to take care of it in this manner, as it relieves them of the trouble of looking after these necessities.

Decorations to Be Beautiful.

When the doors open on Madison Square Show it will be on a blaze of glory and beauty combined, for everything is being done to make the affair attractive. Suggestions of all kinds are being welcomed and the good ones are being acted upon. The decorative effects will be astoundingly beautiful and the uniform arrangement of booths, pillars, signs, lights and colors will impress the visitor wonderfully. There will be no incongruities of color this year any more than there will be a lack of uniformity in signs and lights, everything will be done to make the show appear as dignified and beautiful as possible.

Manager Payne's trip to Europe after the Chicago show was productive of a great many ideas that will prove valuable in handling the shows over here. He found that European manufacturers and dealers were greatly interested in the American shows and that an unusually large proportion of foreign visitors would be seen both in Chicago and New York this year, for the European countries realize full well the great value of these exhibitions and use them in a great many particulars for raising the standards in their own countries.

Interest in these shows all over this country and in Europe as well is increasing rapidly every year. One well known concern that does a large business throughout this country and which is now forging ahead in Europe, secured its foreign representative as the result of the Chicago show. The present foreign agent read of the show in Office Appliances and determined to visit it. He traveled all the way over here to the office of this publication seeking information. He determined to take up a certain line of manufactured products and the result is that to-day this firm is enjoying wonderful prosperity and the foreign business bids fair to exceed the home business. The National Business Show was what attracted this man, and he will be in this country again during both the shows this year.

Cochrane Has Been Traveling.

Manager Cochrane has been traveling over the country quite considerably since the last show and has lined up a great many new friends for the enterprise. He has secured exhibitors from every section and one thing that will be noticeable will be the fact that larger spaces are taken in this show than in former shows by individual exhibitors. He has done remarkable work and his present popularity combined with his business acumen has gone a long ways to make the success that these two shows this year are sure to enjoy.

Business Manager A. L. Fierlein, who has been looking after the details of the business at the general offices, 1734 Park Row Building, New York, has been putting in long hours and hard work to put the show where he believes it should be, and in the position that it will hold this fall. He is a remarkably good business man and one who attends closely to detail. He has established a reputation for himself for his remarkable accuracy and the careful manner in which he conducts affairs. He was for years manager of the Fay-Sholes Typewriter Company and has held a number of important executive positions of this nature in the past, so that his business training before joining wtih the National Business Show was of a kind that fits him for this work most remarkably. His pleasant manner and his business like way of doing business have won many warm friends for the show and are sure to tell in a big way. It would be well for exhibitors and others to remember that he will be actively in charge of the business details of the shows both at Madison Square in New York and at the Coliseum in Chicago. Cochrane and Payne depend upon him to look after everything that goes on while the shows are in progress, and while the shows are running he is the man to see in all cases.

Popularity Increasing.

While the business shows have always been successful from the very first one that was ever held, every year the increase in popularity and the success met with shows a marked increase after every one is closed. The shows this year promise to be away ahead of anything that has ever been held before and the early interest that has been taken is an indication of what may be expected when the doors open on the displays.

The Chicago show, which will be held in the Coliseum November 9 to 16, will be the largest and best Chicago has ever seen. The same idea of the uniformity of decoration that will be followed in New York will be taken up in Chicago. The Coliseum is an excellent place for such a show for the reason that the entire ground floor is available for exhibits and booths. This makes it easy for the visitors to get around and see everything and also provides better accommodations for the exhibitors.

During the last Chicago show the annex was not used on account of the disastrous fire that took place there just before the show opened. However, work was commenced immediately and the workmen were dragging away the debris while it was still smoking. In a very short time a new annex was built that was finer and larger than the one that had been destroyed. This will be available this year and is a very large structure in itself. Whether this will be used by the Business Show this year for exhibits or attractions has not yet been decided.

Chicago manufacturers and buyers for large corporations are all interested in the opening of the Chicago show, for some novel ideas are to be on exhibition as well as in New York. Chicago always patronizes the Business Show better than any other industrial event that comes to town, and this year will undoubtedly exceed last year as last year exceeded the previous year.

The convenience of holding the shows so close together is recognized and appreciated by all who enter it, for after the New York show is over all that is necessary to be done is to pack up the eastern exhibit and freight it to Chicago to be set up as soon as the Coliseum is opened.

Manufacturers who have not as yet secured their space in the shows should be about it at once, for there are now but a very limited number left and these are sure to be taken up very soon. With such a short time intervening, every manufacturer should busy himself and see that he is provided for and taken care of so as not to be left out when the management ceases signing contracts. This is sure to happen to some, and the managers will have to refuse all requests received after a certain date whether spaces are open or not, for it is necessary that they be given time to prepare the decorations and signs before the shows open.

Originality and Initiative Pay

Employers Take Pride in Seeing Their Help Take an Interest in the Business They Are Engaged In.

BY HILDA M. HARRIS.

The business world reserves its largest rewards for those who do the right thing without being told. Next to that is doing the right thing when told once.

A certain young girl applied at a small department store in New York City for a position about two years ago, and her animated countenance won her the position. She was practically inexperienced, and had to cope with girls having years of experience. But undaunted she met the occasion. She went forward always, never hung back from the pessimistic looking customers as the others did. She was willing and obliging.

The employer was a quiet spoken man, but observed much. She made a few suggestions to him of improvements that could be made in the store. These suggestions were acted upon. In time she was made buyer of her department and she had not been in the store nine months when her salary was raised above that of girls that had been in the place five years. But she acted in an initiative manner, they in a mechanical. And she did things quietly in an unobtrusive manner, and where she might have incited envy by her initiatory movements she won admiration.

But a disposition of this kind often is coupled with a little ambition. The hours were long and the girl desired better surroundings and shorter hours, so she started a course at a business school evenings. As the store was open in the evenings she was not a regular attendant and thus did not progress as rapidly as she could have done. So she started a day course and worked in the evening. After graduating she went to Chicago and at present is managing a business and attending to all correspondence in her employer's absence. This, after six months' experience. Initiative wins the big prizes.

Remington Company Elects Officers

Men Who Have Served the Company Faithfully and Well are Rewarded for Their Efforts by Being Raised to Executive Positions.

Owing to the death of Howard B. Wilson a new election of officers of the Remington Typewriter Company was necessitated and on Tuesday, July 16 a special meeting of the Board of Directors and the following action was taken:

Mr. T. F. Crean was elected to the Board of Directors to fill the vacancy caused by the death of Mr. Wilson.

Mr. F. E. Van Buskirk was elected Secretary of the company.

Mr. D. B. Shappee was appointed Comptroller.

Mr. W. G. Cuthbertson was appointed to succeed Mr. Shappee as General Auditor.

Miss M. E. Orr was appointed Acting Treasurer.

Mr. Thomas F. Crean, the new member of the Board of Directors of the Remington Typewriter Company, entered the Remington service in January, 1897, as a salesman in the New York office. On March 1st, 1899, he was appointed manager of the Pittsburg Branch, remaining in that position for nearly three years. On February 20th, 1902, he was appointed Superintendent of the Domestic Sales Department of the Remington Typewriter Company,, and continued in this position up to the present time.

Mr. F. E. Van Buskirk, the new Secretary of the Remington Typewriter Company, entered the Remington employ on December 15th, 1892, as salesman in the Chicago office. Subsequently he was appointed successively manager of the following branch offices of the company: Omaha October 18th, 1893, San Francisco January 1st, 1897, and Chicago March 1st, 1903. On June 1st, 1906, Mr. Van Buskirk was appointed Assistant Superintendent of the Domestic Sales Department in the New York office.

Mr. David B. Shappee, the new Comptroller, entered the Remington employ April, 1883, as Auditor and organized the Auditing Department of the Company. He is also a member of the Board of Directors, having been elected to that office on January 3rd, 1903.

Mr. W. G. Cuthbertson, the new General Auditor, entered the Remington employ on April 6th, 1900, as bookkeeper of the Philadelphia office. On July 19th, 1902, he was appointed Assistant General Auditor of the New York office. He continued in that position up to the time of his recent appointment as Auditor.

Miss M. E. Orr, the new Acting Treasurer, entered the Remington employ in the New York City Department and has since held the position of confidential Secretary to the executive officer under three successive administrations.

F. E. VAN BUSKIRK.

T. F. CREAN.

TYPEWRITER INDUSTRY IN HUNGARY

Consul-General F. D. Chester reports from Budapest that a new typewriter trade journal has been started in Hungary called "Magyar Irogeo-Ujsag," edited by Emery Szabo at VI, Podmaniczky utcza, 4, Budapest, and adds:

Foreign capitalists have been invited to start a limited company in Budapest for the manufacture of typewriteres like a Berlin machine. A Hungarian typewriter supply factory exists at Budapest (address on file at Bureau of Manufacturers), which marks all its products "St. Stephen," the name of the first king of Hungary. Strong measures should be taken by all American patentees in Hungary to offset the encroachments of German patentees.

ANOTHER MUSIC TYPEWRITER.

Lourenz Kromar of Vienna has invented a "music typewriter." With the aid of this instrument the composer may produce a typewritten scroll without the trouble of making the characters by hand. All that he has to do is to place himself at the piano and give free play to his creative fancies. Every stroke upon the keys is registered in regular musical characters upon a paper scroll wound upon a drum. The machine operates through a system of electric contacts with the piano keys. The registering apparatus, which resembles an ordinary typewriter in size, may, in order to remove discordant sounds, be placed at a distance from the piano, even in an adjoining room.

Too many employes about a stationery or office appliance store get the idea that all that is necessary for them to do is what is actually required of them. This is a mistake and leads to disastrous conclusions some times. Employes in a retail store can find many things to be done outside of their regular work, and they should never neglect to do them.

Matters of Interest from Germany

Monthly Letter Contains Much of Interest and Discusses Conditions as They Exist—The Berlin Business Show Promises to Attract World Wide Attention.

BY HENRY GOLDMAN.

(Representing Office Appliances in Germany.)

This is the time of the year when everybody who is anybody is leaving the German metropolis for a brief holiday at the seashore or in the mountains. The weather, however, for the last few weeks has been very unpropitious, rainy and cold, and deterred many from taking their vacation, inducing them to wait for a more favorable opportunity. From all over Germany and Austria high water and floods are being reported, and in many localities lives and property have been lost. Business at this time of the year cannot be claimed to be flourishing; at the same time no standstill or "stillstand" need be reported, and the continuing cool weather has, if anything, favored business conditions, excepting those lines which are being benefited by sweltering humanity.

HENRY GOLDMAN

The "Damuka" or Colonial Exposition is not receiving the anticipated share of visitors, due principally to the unsatisfactory location of the exposition grounds, the inconvenient means of communication and the inclement weather. Advertising, special attractions, eight military bands, fire works, reduced rates, etc., as all the different means of extracting marks from visitors are called, are not producing the desired effect, and exhibitors in general and the exhibitors of office appliances in particular, complain bitterly about the quantity and quality of the attendance. Not quite two months remain and the exposition will be a matter of memory and history.

In our last report regarding the exposition an oversight has occurred, which I take pleasure in correcting. It was stated that the exhibit of the Ideal typewriter was in connection with the sewing machines made by the same manufacturing concern. Mr. Carl E. Halbarth, Friedrichstrasse 78, Berlin, the representative of the Ideal typewriter, wishes me to correct this error, as he is not directly interested in any sewing machine, but has made a special effort in presenting a characteristic office exhibit, consisting of a large assortment of office furniture of the Standard Company, desks, sectional book cases, etc., in which surroundings or setting the Ideal typewriter is being shown and demonstrated.

Arrangements for the Office Exposition are continuing with considerable zeal, and the sale of several thousand of square meters of space is being reported. The hesitancy of several representatives of American typewriters to take an active interest in this exposition has been overcome and the "Schreibmaschinen-Zeitung," a German office periodical, voicing particularly the interests of American manufacturers in Germany, publishes an article urging the desirability of taking part in this exposition and cooperating with the German manufacturers in making it a success. This seems to be the only reasonable view to take, especially as the exposition management has left nothing undone to emphasize the fact that the exposition shall be conducted on a fair and square basis, and that every facility shall be accorded to American manufacturers that is given to the exhibitors of any other nationality. American manufacturers should, therefore, not miss this opportunity of exhibiting their products, and I shall be pleased to cooperate with those who are not directly represented here in arranging all details for their exhibits or in preparing a collective exhibit of smaller articles and specialties, which do not justify the greater expenditure of a separate exhibit. A larger space will be taken by me for this purpose.

I have also enlisted the interest of the American consul general of Berlin, Mr. A. M. Thackara, to call the attention of American manufacturers of office devices to this opportunity of business expansion. It is also my purpose of publishnig a quarterly entitled "The Modern Office," in the German and English languages, devoted entirely to the introduction of office improvements in European countries and as a means of communication between American manufacturers and European consumers of office appliances. It is not intended as a competitor of any American or European office periodical, and this point is specially emphasized by the fact that this publication shall only appear quarterly, corresponding with the four seasons of the year, and that it shall be a part of its mission to assist in increasing the circulation and influence of office periodicals, with a special accent on Office Appliances, which will be represented in it with a whole page advertisement. Its scope and purpose are being fully explained in a special circular.

Elliott-Fisher Represented.

The representation and organization of the Elliott-Fisher Book-Typewriter for continental Europe have been taken up by Mr. Henry Newald, the successful representative of the Webster Company, with headquarters at the Equitable Palast, Berlin.

The Mignon Typewriter, a $25 single-hand machine, has opened a prominent store room near the corner of Leipziger and Friedrichstrasse, Berlin.

Mr. Ferdinand Schrey, Leipziger strasse 51, is reporting good progress in the introduction of the Universal Adding Machine throughout Germany.

Mr. Benno Knecht, the representative of the Standard and Wales adding machines, has removed to more convenient and commodious quarters in the new office building, corner Königgrätzer and Dessauer strasse.

The Arithstyle Kommandit-Gesellschaft, 112 Leipziger strasse, is making good progress with the introduction of the Arithstyle Arithmachine, has completed its office arrangements, booked some large orders and delivered a limited number of their new model "Arithstyles."

Ludwig Spitz & Co., Berlin S W. 48, are offering their new model calculating machine, "Unitas," which has a double indicator or register, and in this particular surpasses other machines of the Thomas system.

The Adsumudi Company is pushing the organization of its calculating machine throughout Germany. It has recently placed the Berlin and Hamburg territory in responsible hands. Besides this company is introducing a new typewriter desk and a new kind of typewriter chairs, with an elastic and circular foot in place of the antiquated four-legged specimens now universally used.

The Pneumatic Typewriter, System Soblik, Düsseldorf, Hansahads, is seeking capital for its manufacture and introduction.

The Fabrik Standard, Berlin, 0.27, Markusstrasse 18, is doing the largest business on this continent in American office furniture, making a specialty of Gunn sectional book cases.

A new kind of wax paper, called the Roneo-Carbostyle, is offered by the Roneo Company, Kochstrasse, Berlin. It permits of making proofs for reading and correction.

A. Ransmayer, Berlin-Schöneberg, is manufacturing type for all typewriters and has patented and perfected a device for facilitating the adjustment and alignment of typewriter type, which is claimed to cheapen the assembling of typewriters.

Catalogue in Two Languages.

The Universal Exposition of Office Requirements has published an English and American catalogue, which will be mailed on request to all who address the executive committee, Ausstellungs Halle, Zoological Gardens, Berlin. It is high time that all desiring space should apply for it.

In conclusion I would urge upon American manufacturers a more judicious and considerate treatment of European markets and continental dealers, if they care to expand instead of diminishing their European business connections. For the time is gradually approaching when Europe will not be compelled to accept American office appliances on any terms and under any conditions, and the shrewd American manufacturer will in time try to replace this feeling of dependence and compulsion by a spirit of mutual service and reciprocal advantage, through which alone a lasting and growing business can be established.

The European buyer of American products must be made to realize that dealing in American goods results to his benefit and not look upon the relation as a yoke to be thrown off at the first opportunity. As a means to this end a broad, uniform, consistent and liberal business policy, a prompt and accurate execution of orders, a careful and conscientious carrying out of agreements from the first word of a letter to the last word of a contract, and last, not least, the correct prepayment of postage, are earnestly recommended.

In every one of these important particulars many American manufacturers are constantly derelict and delinquent, and while I take pains and trouble to indulgently overlook them or to call atention to them in a friendly spirit, others apply the rule of generalization and turn against all American manufacturers and articles, somewhat following the brilliant and original Englishman visiting Germany for the first time and being met at the hotel in Hamburg by a red haired and very cross "portier," wrote in his diary: "The Germans are red haired and very unpolished people. I want to have nothing further to do with them." And the next day he returned to England with a dark brown taste of Germany in his mouth.

The Berlin Business Show.

On June 29 the Exposition of Inventions was opened at the Exposition Palace, adjoining the

Zoological Gardens, where in October the great "Universal Exposition of Office Requirements" will take place. Prominent government officials, the president of the imperial patent office, and other invited guests took part in the initial ceremony. The exposition is a very creditable affair, occupying the entire extent, including the galleries of the large and attractive double structure, one part of which has been transformed into a veritable flower garden, which gives the exposition a very timely setting.

To make this exposition specially interesting and instructive, lectures and experiments take place daily at stated intervals, including singing arc lamps, wireless telegraphy, color photography, liquid air, teleautograph and Tesla currents. The lectureship is in the hands of Professor Karoly, a very able and entertaining physicist. These lectures are made equally interesting to the student as well as to the general public, which often wonders without understanding. Light and sound, the two highest elements of man's perception, fill the air to overflowing. Phonographs, graphophones and grammophones in all possible variations vie with a large and excellent orchestra in presenting all kinds of melody, and a variety of instruments, including the human voice, while numerous electrical and other lighting concerns endeavor to compete with the sun by exhibiting illuminating devices of all sorts and in constant operation.

Under these conditions it is sometimes difficult to listen to the demonstrations of some of the less noisy and brilliant devices, of which there is also a large number, which merit attention, study and investigation. It would transcend the scope and purpose of this article to go into details with regard to all of them. It will suffice to confine this presentation to such exhibits which have a more direct bearing upon office conduct.

As a newcomer in the typewriter field appears the Wiedmer Miniature Visible Typebar Writing Machine, a very creditable German production, which, if it keeps its promises, has no doubt a very great future, filling the long felt want for a light weight, small, durable and serviceable typewriter with visible writing and considerable manifolding power. The usual carriage is narrow, but a broad carriage is also furnished, permitting the writing on paper of letter or foolscap size. It is made by the Wiedmer Schreibmaschinen Fabrik of Bruchsal, Baden, and judging by its exterior is a really first class product, which with regard to neatness and compactness leaves nothing to be desired. One feels almost sorry that it has not been produced in the U. S. of N. A., which is certainly a compliment to any typewriter.

Another new and interesting feature of this exposition is the "Soblik Pneumatic Typewriter," a type-wheel machine, in which the power is supplied by compressed air, and which permits of some uses entirely unthought of in the ordinary operation of the typewriter. The lightest touch of the key produces the impression and this is entirely independent of the power employed by the operator. The shifting of the carriage is also accomplished by pneumatic means. Whole words may be written by the simultaneous touching of the keys. The inking of the type is accomplished neither by a ribbon or inkpad, but by an arrangement similar to the one employed in the printing press. The keyboard may be changed at will, and every single type may be removed and replaced in a few seconds. A new and ingenious duplicating device or process may be employed in connection with this machine.

The Mercedes Typewriter, briefly described in a previous issue, is also represented by a still exhibit.

A large space is occupied by the small Mignon typewriter. It is of the indicator, not key, variety, and as a Mk. 100 ($25) machine has a field entirely its own, and seems to be meeting with considerable success.

Calculating Machines Shown.

Calculating machines are only represented to a limited extent. A new model of the circular Gauss Machine is exhibited and is receiving considerable attention on the part of engineers and technical men. It is placed upon the market by R. Reiss of Liebenwerda, one of the largest drawing appliances concerns of Germany. The Arithstyle Arithmachine, for which it is claimed that it is the smallest, fastest, cheapest complete computing machine, is being exhibited by the Arithstyle Kommandit-Gesellschaft of Berlin, and attracts considerable attention, especially when its inventor, your humble servant, gives the demonstrations. Some object to its price, others find it too cheap to be good; it seems to be difficult to please all people.

The Batdorf money counting and wrapping machine has a very prominent exhibit and many spectators, when the loose silver or nickel in its receptacles is being transformed into neat and correctly counted money rolls. There is a particular charm in watching the manipulation of money, even if it belongs to other people. "Am golde hängt, nach golde drängt doch alles." Somewhat freely translated these famous words of Germany's great poet mean: "On gold hangs, to gold crowds everybody."

The Neo-Schapirograph, a very practical variety of the lower priced duplicating devices, is being exhibited by Messrs. Hermann Hurwitz & Co. of Berlin C., who report a growing and successful trade.

The firm of J. Hurwitz, Berlin W., exhibits a variety of smaller office devices, principally the "Cultur" inkstand, the German variety of the American Numan inkstand, also calendar stands and memorandum pads.

A new "vertical filing system" is being exhibited by Grünewald's Registrator Company of Hanover.

Many devices and appliances which have only an indirect bearing upon office conduct cannot be mentioned here in detail. Your correspondent had the opportunity of attending a special demonstration of the Grzanna Telautograph, which is claimed to be a practical solution of the problem of distance writing, since the ordinary telephone connection may be employed to accomplish the desired result at any distance, provided of course that the proper sending and receiving apparatus are employed.

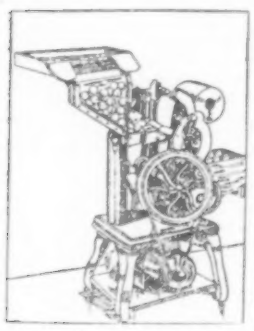
We now ask our readers to take leave from these exposition halls in order to return to them again in October, when the Office Exposition will take place, which is likely to be filled to overflowing with interesting exhibits and interested visitors.

Henry Goedman

Counts and Wraps Coins Automatically

Machine Being Put Out That Will Be a Great Aid to Department Stores and Banks in Handling Various Denominations of Metal Money.

Banks and department stores experience great difficulty and are put to considerable expense because of the difficulty they encounter in counting and wrapping coins of different denominations quickly and accurately. To overcome this difficulty some one has invented a machine that will handle all denominations of coins in any quantities desired and will not only accurately count and record them, but will wrap them up as well.



All that is necessary to do with this machine is to fill the plate at the top with money, start the motor and let it alone. When it is through it will ring a bell and stop working. The action of the machinery draws the coins down into a hopper. Here they are counted and fed through an opening into a device that prepares them for wrapping. A roll of heavy paper on the forward end of the machine revolves and pays out just enough paper to make a nice sized roll.

The machine quickly cuts the paper, wraps the coins, gums the edge, stamps the denomination and the amount contained in the package, deposits it in a receptacle, and proceeds on its way handling coins seventy times as fast as a human being could do it.

Coins of any size can be handled, from dimes to dollars, and it does not become nervous or fussed up, no matter whether it is called upon to take care of cents or fifty dollar gold pieces. It will handle all coins and one denomination as safely and handily as any other. A fly wheel governs its movements, so that it always runs at the same rate of speed, although the speed can be guaged to fast or slow. The motor that runs it is under the base and takes up no extra room, and an extension from any light socket will furnish sufficient power.

By merely changing a lever the machine will handle various denominations, and it is not necessary to make any very extensive changes on the machine to make it perform the work of handling all sizes of coins. When it has finished the work it has been set at, it will ring a bell and stop the motor. The clerk having it in charge can tell at a glance just how much money has been handled and how many rolls it makes. It records both independently, and when it stops working, if there are not enough coins to make a roll of the required sum, it will so indicate and retain the coins for the pleasure of the clerk.

Burroughs Baseball Record

Detroit Team Has Had a Good Season with Many Scalps to Its Credit and a Record That Makes it a Top Liner.

The Burroughs Baseball team opened the 1907 season, May 4th, in a blaze of glory. The team, in new suits, marched to the grounds, headed by the Burroughs Band. About one thousand people saw the season started by Joseph Boyer, who pitched the first ball.

The game was hard fought from beginning to end, but was finally lost to Summerfield and Hecht by the close score of 5 to 4. Batteries for Burroughs—Carroll, Finan and Reardon. S. & H.—Hall and Raymer.

THE BURROUGHS WINNING TEAM

The game of May 11th was won handily by Burroughs from Penberty Injector Co., score 12 to 4, on one of the coldest baseball days seen in Detroit. Batteries, Burroughs—Carroll-Czenkusch and Kussack. Penberty, Pippin and Richland. The game which was to be played May 18th with the Kelsey-Herbert team was postponed until July 27th. A heavy rain in the morning spoiling the grounds.

On Decoration Day the team journeyed to Holly and shut out that team, 12 to 0. Batteries, Burroughs—Czenkusch and Kussack. Holly—Fergusen and Fergusen. From Decoration Day until July 4th, Burroughs team won steadily, defeating D. U. R., 7 to 3 and Wyandotte, 11 to 6.

On July 4th, the Burroughs team traveled to Milford and defeated that fast team two games, 3 to 2 and 7 to 5. On July 6th occurred the hardest game of the season when the Burroughs defeated the Chicago Pneumatic Tool Co., 2 to 1, the game running 16 innings, Willett of the Burroughs team making the wonderful record of striking out 26 men. The game was bitterly fought throughout owing to the rivalry between the two shops in all athletic events, especially basketball and baseball.

The Burroughs baseball team defeated the Young Men's Club of Detroit, July 13th in a one-sided contest, 12 to 2. Batteries: Burroughs, Finan and Reardon. Y. M. C., Pippin and Dardis. Attendance, 500. The feature of the game was a brilliant running catch of C. F. Lumley, which resulted in the starting of a triple play, the first one seen on the Burroughs grounds.

In a hard fought 11-inning contest, the Burroughs team defeated the All-Stars of Detroit, 5 to 4. Batteries: Burroughs, Carroll and Parms. All-Stars, Donahue and Miller.

The All-Stars of Detroit are the pick of all the high school teams in the city, so nothing really need be said about the brilliant plays of both teams.

The Third Annual Excursion of the Burroughs employes will take place August 3rd, at Bois Blanc, where racing, dancing and baseball will have full sway.

Stenographers Badly Needed

And So Are Typewriters on the Isthmus—Government Temporarily Suspends Civil Service Rules.

The urgent need of stenographers and typewriters on the Isthmus of Panama appears to have led the government to temporarily suspend the rules of civil service in an effort to get good men, irrespective of examinations and consequent standing on the lists.

Mr. H. A. Smith, labor agent of the Canal Commission, with headquarters in New Orleans, was advised by telegram to-day to secure a number of good stenographers without reference to the civil service requirements and to send them to the isthmus at the earliest date practicable. Accordingly he is ready to receive applicants in person, having announced that he will not consider any applications in writing.

Mr. Smith is not limited as to the number of stenographers he must obtain, though it is specified that those selected shall have experience in railroad offices, particularly in the maintenance and transportation departments, or in offices of large foundries, machine or locomotive works, or other like work where they have had an opportunity to become familiar with the terminology of mechanical appliances. The places will pay $125 a month.

CHAMPIONS OF STATIONERS' LEAGUE

Boys From A. C. McClurg's Get Away With the Championship Cup and Manage to Play off All Games Without a Single Loss.

Baseball fever attacked the ranks of the stationers when the season opened up this year, and the encouragement that every live fan got when Chicago produced the World's Champions in 1906, so fired the stationery-baseball-enthusiasts that they not only formed several good teams but mustered up enonugh strength

STATIONERY LEAGUE CUP.

to form a league as well. With the formation of a league a championship was the logical result, and not that it is all over and laurels are to be passed out, the prize has been awarded to the A. C. McClurg team, for during the whole year they managed to play so well as not to lose a single game.

When Ralph B. Wilson heard of the intentions of the boys in the stationery business to go into baseball as though they meant business, he set his think tank to working, for he has a faculty of doing things and usually doing them a little different. The result was that he evolved the idea of offering a championship cup so as to add a little zest to the play and at the same time give the boys an object to make them work the harder.

The cut that accompanies this article is an illustration of the cup he offered and which the McClurg boys are now the proud possessors of. This team will gather together next season and will endeavor to duplicate the record it made this year.

The presentation of the cup was appreciated by the players, and proved a great inspiration to them. Some of the firms represented with teams in the league, were Stromberg-Allen Company, P. F. Pettibone Co., Shea Smith Co., and A. C. McClurg & Co.

Great Success from Small Beginning

Growth of the Berger Manufacturing Company of Canton, Ohio, Has Been Almost Phenomenal and Is Due to Push, Perseverance and Pluck.

There may be something in "starting at the bottom" to assume the success of an enterprise. It must be admitted that a manufacturing venture beginning its career in the basement of a wagon shop in 1887 with six employees and now occupying 249,220 feet of floor space and employing 1,200 people must have taken advantage of the opportunity to rise, and a basement certainly affords exceptional opportunities in that respect.

That was the humble origin of one of the principal industrial enterprises of the state of Ohio. In twenty years, under the continuous management of one man, a business has been developed which now operates the largest sheet metal works in the world—an enterprise whose requirements of sheet iron and steel became so great that they were compelled to build one of the largest independent sheet mills in the country—an enterprise producing and consuming 50,000 tons of sheet iron and steel per year.

Perhaps "starting at the bottom" accomplished all this, but it seems probable that some other elements may have contributed to it also.

First, the sagacity of the man "with his ear to the ground" who perceived a great need.

Second, the enterprise to accumulate a fund with which to transform the idea into substance.

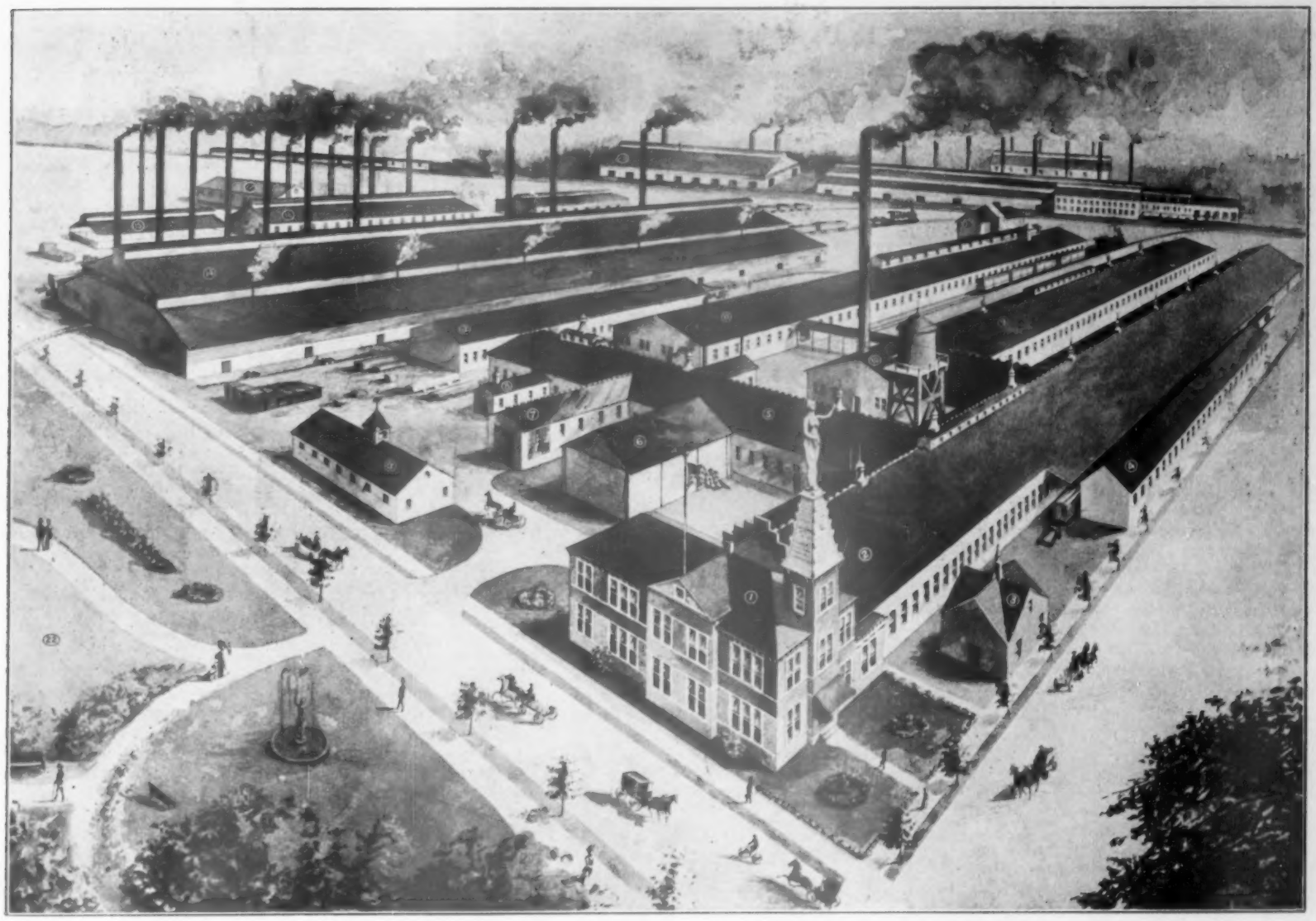
Third, the perseverance required to weather the storms of the "formulative period," to add to, to improve and make better the product, to make known to the people its existence and to teach them its merits.

Fourth, the confidence begotten of an honest determination to "deal square."

These elements were the four columns upon which this great enterprise was built. Sagacity, enterprise, perseverance and confidence begotten of honesty—and no enterprise can endure which is not supported at all four corners by these elements of strength.

He perceived twenty years ago that tinners made their eaves troughs and the conductor pipes from short lengths of tin—28 inches long, soldered together, and that if it were made of galvanized iron it could be made in ten-foot pieces with a slip joint instead of being soldered—and now he is selling millions of feet per annum of this material!

Later he perceived that a ceiling which would not crack like plaster, nor fall, nor soak up water, nor require frequent repapering would find a market—now he is selling embossed metal ceilings of such mechanical and artistic excellence that the leading architects and builders specify and use acres upon acres of it every month. The St. Louis Exposition awarded a gold medal to his company for the excellence of this material.



GENERAL VIEW OF THE PLANT OF THE BERGER MANUFACTURING COMPANY AT CANTON, OHIO.

Builds Steel Filing Cabinets.

Then he perceived that while his ledgers and books were placed in a fireproof vault with religious regularity night after night, his correspondence, orders, invoices, etc., were left in wooden cases. He said, "If this office were to burn to-night, I could not substantiate

a single entry in the books which I so carefully protect, because the evidence of every transaction is filed in these wooden cases, which would only contribute fuel to the flames and consume their contents." He perceived the need of steel cases.

Now he builds filing devices, card index cases, letter files, cupboards, plan filing cases, counters, desks, chairs—in short everything required for office, bank, library and record room equipment in steel—not an ounce of combustible material enters into their construction. Fireproofing engineers hail steel furniture as the solution of the fireproof problem.

Richard L. Humphrey, of the U. S. Geological Survey in charge of the division of structural materials, says: "Large conflagrations demonstrate that there is no such thing as a fireproof building. To label one as such is bad practice, and it gives a false sense of security and causes a relaxing of necessary precautions." In other words no material can resist the intense heat generated by a room full of burning wooden furniture and equipment. Steel equipment must succeed wood. Many owners of large office buildings now make the use of steel furniture compulsory and the use of it is daily increasing.

The sagacity of the man with the keen perception is bearing its own reward. He is already "there with the goods." The other elements, enterprise, perseverance and confidence begotten of honesty were no less essential than sagacity in the wonderful development of the Berger Manufacturing Company of Canton, Ohio, and that they have been present in large proportion in the policy of the management is attested by the enormous clientele of the firm thickly scattered from coast to coast and from the lakes to the gulf.

IMPROVES ADDING MACHINES.

Chicago Man Perfects Device That Adapts Machines to Pay-roll and Mileage Work.

W. R. Gaither, auditor of the South Chicago City Railway, Chicago, according to the Railroad Gazette, has invented an attachment for adding machines, which it is claimed will increase considerably their range of usefulness.

Heretofore, when an adding machine has been used in connections with pay-rolls, material accounts, car mileage, tonnage, sales and other statistics it was merely for ease and accuracy in totaling such figures after they had been posted by hand in the ordinary way. It necessitated about the same amount of delay in closing up such accounts as mental computation would have required.

The inventor of the attachment referred to has shown that it is capable of an application to work of this nature which not only eliminates all mental addition, but also does away with the delay caused by the work of totaling as well.

As an illustration, take a pay roll of 1,000 men, whether paid by the ton or hour or other basis; or a list of mileage to be credited to each of 1,000 cars. Instead of first posting this in records from day to day and leaving the totaling to be done at the end of the month or other period, the machine is arranged to receive a roll of paper, adapted to reel back and forth for daily entries, on which the time for each day is credited to the employe, and in addition thereto his accrued time is constantly brought up to date by use of the machine in making the registration.

Universal's New Chicago Agent

F. H. Montegomery, a Man of Wide Experience, Succeeds R. E. Spangler as Head of the Chicago End of the Big Adding Machine Company.

Forest H. Montegomery, for many years one of the best salesmen in the Library Bureau organization, and manager of their St. Louis office, has been appointed District Sales Agent of the Universal Adding Machine Company at Chicago, and is making his headquarters in their new offices on the eighteenth floor of the new Commercial National Bank Building at Clark and Monroe streets.

F. H. MONTGOMERY.

Mr. Montegomery joins the Universal force with a record behind him that singles him out as a very successful salesman and business manager. For three years past he acted in the capacity of comptroller of the Laclede Gas Light Company of St. Louis, one of the largest and most important public utility corporations in the middle west and one of the largest gas companies in the country. In this position he was remarkably successful and made an enviable record with them.

Previous to this Mr. Montegomery set the pace for salesmen and branch managers in the sectional cabinet and card index business, and as a salesman for the Library Bureau he delivered the goods. Later, when he was appointed manager of the St. Louis branch office, he took the place when the business was not in the best condition in the world and built it up to a point where the St. Louis office was a top notcher. During this period of construction Mr. Montgomery was menaced by the most keen competition on all sides. Competition to him seemed to be an argument and a spur for greater effort, for he managed to get away with the orders no matter how hard the other fellows fought. This fact is borne out by the number of bills of goods that this company has sold in St. Louis and by the large numbers of systems that he installed that are in use to-day, practically unchanged from the time he installed them.

Previous to the time he was connected with the Library Bureau he was with the People's Gas Light and Coke Company, a very large and very important public utility corporation. A concern so large that it controls practically every bit of gas used and produced in Chicago and the suburbs for a distance of many miles around, and for long distances out in the country. In every venture he has been successful and the Universal Adding Machine Company is fortunate in having secured him as manager for one of their most important offices. There is no doubt but that he will make things whistle in Chicago and the way in which he took hold the first day indicated that he meant business from the start.

He is a big, athletic fellow who loves the outdoors and who is full of ginger and enthusiasm. He believes in the machine and it is impossible to argue into him that possibly other machines stand a show. He believes that in direct competition they stand no show and that is the way he enthuses his salesmen. This sort of enthusiasm is sure to win, and Mr. Montegomery is slated for a big success.

Inventor Dies after Years of Labor

August Schneider Perfected Adding Machine Greatly Desired by Manufacturers.

After working for six years in perfecting what is said by many to be the finest type of adding machine ever gotten up and then waiting two years for a suitable proposition for the placing of the invention on the market, August Schneider, a mechanist, living at 497 South Washington avenue, died at his home recently in Columbus, O. The work of years and the result of efforts put forth by a mind skilled in mechanics brought him no compensation, but is left as his greatest material bequest to his widow.

The day before he died a representative of one of the largest manufacturing companies in the United States came to Columbus for the purpose of closing a contract with Mr. Schneider, but the inventor was in a dying condition and unable to attend to business matters.

Mr. Schneider was 38 years of age and at the time of his death was an employe of the Columbus Pump & Motor company. Eight years ago he began work on his adding machine. After six years of continuous application the model was finished and was pronounced by mechanics the finest piece of mechanism of its kind in the rough that had ever been put together. Several concerns tried to get a control of it, but none of their propositions suited Mr. Schneider.

Use of the Block System in Business

Rochester Man Has Found a Way that the Safety System Used on Railroads May Be Arranged and Applied in Every Business Where There Are Many Employes.

W. D. Hawley, who is the inventor of a time recording device bearing his name, has just perfected a new device for keeping track of workmen's time which he calls the "Block System," taking its name from the resemblance it bears to the famous system used by American railroads to prevent accidents and collisions.

A company has been formed to manufacture the new device known as the Block System Time Recording Company, and W. D. Hawley

BLOCK SYSTEM TIME RECORDER.

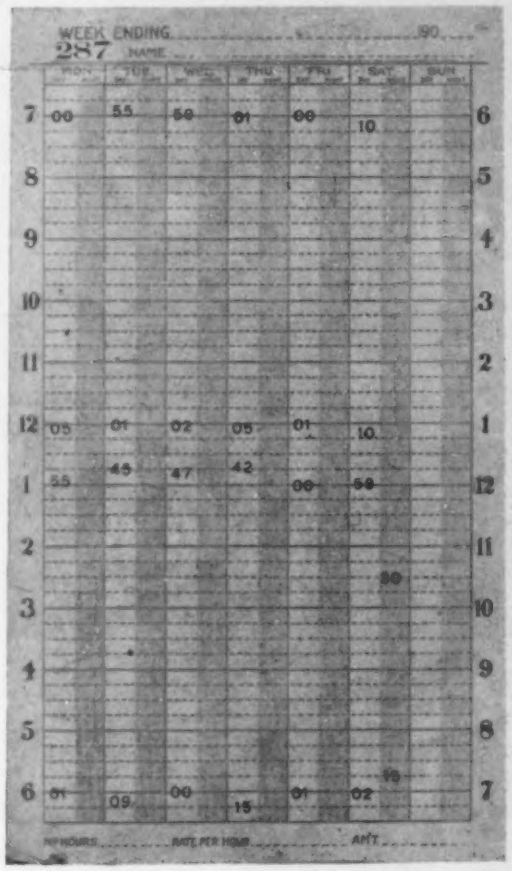
is the president. W. F. Hitchcock is the vice-president and J. F. Hitchcock is the secretary and treasurer. The machine will be manufactured in Rochester, although the exact location of the plant has not been decided upon as yet.

The resemblance between this system of time recording and the block system used in railroads is that the device will not allow the workman's time card to enter block one until it has cleared block two. The clock has but one printing wheel, and that indicates minutes only. The hours and days are printed on the cards, and the cards, and the cards are laid out in blocks. A workman having a perfect time record, or one indicating that he has worked uninterruptedly, is easily seen and there is not the slightest difficulty in ascertaining this fact. No computation is necessary to figure his time and wages. If he has overtime or late time this is shown up so that it can be detected instantaneously, and it is not necessary for the timekeeper to go over the cards every day and carry the over and short time in another column, the device shows both accurately and plainly.

Time may be kept daily, weekly or monthly. Periods of various lengths depend upon the cards and these can be secured for any period of time. If it is desirable to use the clock for piece work it is as easy to adapt it to this use as it is to computing monthly wages. The device is so nearly automatic that it is impossible to "beat" the machine or make a wrong record with it. It works simply, quickly and absolutely accurately. An employe cannot show anything by this clock except what actually happened, and it cannot be punched so as to obliterate the record.

Many office appliance dealers already have agencies for time recording devices, but to those who have or who wish to make a change, this looks like a good chance. No member of the Office Appliance staff has seen this new recorder as yet, but the inventor says great things of it, and as he is a practical man who has attained marked success in this line, there is no doubt but that the machine is all that he claims for it.

The first public exhibition of the machine will be made at the New York Business Show, October 12 to 19, and it will be shown in Chicago the month following. No orders will be filled for the device until after the New York Show, although the concern is handling correspondence regarding sales agencies now. This device is strictly new in the time recording line, and is unique in many ways. As soon as photographs can be made of the working



SPECIMEN OF CARD USED.

parts of the machine and the factory where it is to be built, a full and complete technical description, fully illustrated, will be given in Office Appliances. The present address of the concern is merely Rochester, N. Y.

Can't Write Poems by Time Clock

Muse Refuses to Work When the American Lumberman Installs a Time Recorder and Requires Pegaesus to Ring in Every Morning and Out Every Night.

Time clocks were made for those who toil with their hands and not their brains, is the opinion of the members of the staff of the well known lumberman's paper published in Chicago. From their experiences this seems to have been proven true to at least some extent, for the boys who copy the letters and the man who sweeps out have managed to keep a pretty clean record and an accurate accounting of their movements according to the newly installed watchdog on the company's time.

In the editorial department it has proved different, or else one of the editors has endeavored to confirm the time-honored impression that editors never sleep. The worst blow of all was struck when the poet of the office was required to keep time on the evolutions of the machinery in his think tank and record the hours that the iambus and pentameter were on duty and also when the dactyl and tetameter raged through his brain or went out to take a smile. Poetry cannot be composed to the music of the ticking of a time clock punctuated occasionally by the clanging of the bell that calls attention to the fact that someone has "arrove" or departed.

How It Happened.

The following account of what happened when a time clock was installed in a publication office is told in a Chicago daily paper, and the way the reporter wrote the facts herein set forth cannot be improved upon, for they recite in good plain King's English what happened and proves the assertion that editorials, poems and sparks of genius cannot be safeguarded by a time recorder, notwithstanding the fact that this device is one of the most useful and necessary ever introduced into business life.

J. E. Defebaugh, editor of the American Lumberman, who installed a recording time clock in his office and instructed all employes to punch therein their comings and goings, made some discoveries at the close of the first week which indicate true genius in his editorial force.

Addressograph's New Office

Well Known Concern Has Opened a Very Attractive Down Town Office Where They Are Sh wing a Complete Line of the Products They Manufacture.

Office Appliance Row, Chicago, presents an interesting appearance, and the number of firms cerntering in that locality has steadily grown since it first received its name. One of the concerns in the row that has lately opened up a very fine office and down-town show room is the addressograph company.

The evolution of the Addressograph in the past dozen years has been most interesting—from a small hand machine of 1893 to the Card Index Addressograph of to-day proves that the Addressograph Company has kept abreast with the requirements of modern business methods. From a modest beginning thirteen years ago, it has grown an institution with branch offices in all the principal cities of the United States and Europe with a total of nearly 1,000 employes. They have in the neighborhood of 30,000 machines in use; nearly 2,500 being used in Chicago alone.

NEW DOWNTOWN OFFICE OF ADDRESSOGRAPH COMPANY.

Their products are manufactured in their large factory on the west side, and the store that fronts on Dearborn stret near Lake is their down-town headquarters. Here they show a full and complete line of goods they manufacture, which includes the Dupligraph, the Addressograph and the pay roll Addressograph.

The Dupligraph is a uniquie machine and the only one that turns out a complete form letter. The body of the letter, for use on this machine, is set up in rubber type. The addresses are in an endless chain. The salutation is so arranged that in case of an individual it prints "Dear Sir" and for a firm "Gentlemen." The signature device is so arranged that the signature can be printed in almost any position on the letter head, using a different colored ink. All of this work is accomplished with one impression. It turns out from nine to eleven hundred letters per hour.

The Card Index Addressograph using either the metal printing plate or one set up in rubber type does away with the endless chain which the company used in their early machines.

The pay-roll Addressograph is also one of their latter machines which is in use by a great many of the large concerns employing a great many people. This machine does in one day what is would ordinarily take a clerk a whole week to accomplish.

MAY USE BOTH SIDES OF NEW POSTAL CARDS.

A new departure in postal cards has been decided upon by the postoffice department. Since August 1 the consumer has gotten more for his penny than before. The front side, for years reserved by an inexorable rule for the address, will now be invaded by advertisements, pictures and messages. A vertical line will be placed about one-third of the distance from the left end of the card. The space to the right of this line will be reserved for the address, and the remaining portion of the front side may be devoted to details of how all the children are, or any other of the things that heretofore have been confined to the back side.

Business Shows do more to bring the manufacturer and the retailer together, and the product and the consumer than all other devices and schemes combined. Every one in business should take advantage of these opportunities to gain a business education and attend the shows as often as possible.

BUSINESS MEN FAVOR TYPEWRITER COMPANY.

Hartford Association Votes to Urge the Remitting of Taxes on the Land Owned by the Royal Typewriter Company for a Period of Five Years.

The Hartford Business Men's Association at a special meeting called for consideration of the subject voted by a large majority, with a few emphatic "nays," to recommend to the joint special committee and the board of finance, to whom the subject has been referred, that the taxes on the property of the Royal Tpewriter Company be abated for five years. There was a large attendance of members, including a number of lawyers and others who are not often seen at the meetings of the association.

At the opening of the discussion of the subject, Secretary Rose read the following letter from the general manager of the company:

Hartford, Conn., June 1, 1907.

Manufacturers' Committee, Hartford Business men's Association, Hartford, Conn.

Gentlemen: In behalf of the Royal Typewriter Company, I wish to extend to you the thanks of our company for the courtesy extended by the members of your committee in showing us the various manufacturing sites available in Hartford, and will say that through the efforts of your committee, particularly of Mr. A. F. Kummel, we have been induced to select one of those sites as the most suitable one on which to build our new factory in the city of Hartford. We fully realize the benefit this committee has been to us in deciding this most important matter, and trust that they will be equally successful in the future in inducing other manufacturing concerns to locate here in Hartford.

Yours truly,

EDWARD J. MANNING,
General Manager, Royal Typewriter Company.

H. H. Willes, after the letter had been accepted and ordered on file, urged that the association should take favorable action in the matter of abating the company's taxes and said that he understood that the town of Stonington, with its valuable harbor, declined at one time to make any concessions to the Singer Sewing Machine Company, which was desirous of locating there, and the company went to New Jersey. He hoped the city of Hartford would not make a similar mistake.

General Manager Manning of the typewriter company said that the Underwood Typewriter Company, from which he was hired by the Royal people, came here six years ago with 300 men and it had developed remarkably, largely through the ability of C. D. Rice. It now employed about 1,800 hands and the ability of the skilled labor in the city was well known and recognized.

Owns Six Acres.

The Royal Typewriter Company had bought about six acres of land, intending to break ground for its factory within a month, the plans for the building were being prepared and it is expected to have an investment of $300,000 in buildings and machinery when the plant was established here. He was led to believe some consideration should be shown the company by the city on account of the company's investment and what it expected to do. "Regardless of whether taxes are abated or not," he said, "we are coming to Hartford, and as soon as the buildings are completed we shall move the existing plant from Bay Ridge, L. I." Mr. Manning was applauded as he finished that assertion.

Ex-Alderman Richard J. Kinsella, for the purpose of bringing the matter before the meeting, moved that the Hartford Business Men's Association recommend that the taxes

of the Royal Typewriter Company be abated for five years.

Charles D. Rice, general manager of the Underwood Typewriter Company, said that in spite of the delicacy of the situation, he felt compelled to oppose the project to abate the Royal's taxes. He did not see why a competitor should be granted a favor that was not granted or asked by his company. He saw no reason why the newcomer should have special favors shown it. All should be treated fairly and no exceptions should be granted any corporation. Joel Samuels said that the proposition seemed to him to be against the interests of the older corporation and he thought the matter of sufficient interest to be referred to the committee on manufactures and on public affairs for consideration. He was averse to immediate action.

Lawyer Augustine Lonergan had learned that the taxes on the land that the Royal Company had bought were only $50.40 a year, and thought that the city could afford to abate $252, the amount of the taxes now paid, for five years. The company's plant would ultimately represent an investment of $400,000 to $1,000,000 and he thought the business men ought to support the company's request. The association should make it known that the city of Hartford was willing to offer some inducement to manufacturing concerns to locate here. Ex-Representative Emor A. Smith was surprised that there was any opposition to the scheme.

WILL MANUFACTURE YETMAN'S TRANSMITTER.

Corporation Has Been Formed With a Million and a Half Capital and May Locate Factory at Illion, New York.

Papers of incorporation of the Yetman-Typewriter Transmitter Company have been filed with the secretary of state of New York declaring the intention of the corporation to manufacture and sell transmitting typewriters, telegraph transmitters and automatic telegraph machines. The authorized capital is $1,500,000 and it is stated that work will be begun immediately in making final arrangements for producing the machine for the market.

The directors include: Samuel Johnston, Charles E. Yetman, William M. Williams and Gabriel Morton of New York and James J. Stevenson of Oshkosh, Wis.

Ilion, Aug. 1. (Special.)—The Yetman transmitter is the invention of Charles E. Yetman, who came to this village from the West about 17 years ago for the purpose of perfecting an instrument for transmitting telegraph messages by use of a keyboard like that of the ordinary typewriter.

The invention was perfected, a company was formed about two years ago and manufacturing was begun here in a part of the old Armory. After running a few months and giving employment to over 150 hands the company became financially embarrassed and went through bankruptcy.

It has been expected here for some time that the transmitter would again be made. In anticipation of the incorporation of this company the old factory of the Tucker File and Cabinet Company, at the corner of Main and Morgan streets, has been leased and the machinery which was used before the failure has been placed in the new quarters. Bartlett Chappel has been in charge of the factory here.

Heads Typewriter Specialty Co.

Not Generally Understood that the Man Who Has Managed the Wholesale Typewriter Company so Successfully is Interested in this Business.

Very few of the typewriter fraternity to whom the Typewriter Specialty Co. is a household word, so to speak, have been aware that this concern has had as its proprietor for the last two years, Milton Kellogg, who has managed the General Typewriter Exchange in New York.

The Specialty Co. was brought into existence to meet a very general demand for a moisture, climate and dust proof cover for typewriters, adding machines, and all classes of like mechanism where it was desired to protect the delicate working parts from their arch enemy—dust.

MILTON H. KELLOGG.

Starting in a small way some two years ago, the business rapidly grew until Mr. Kellogg felt that the business demanded his full attention, and he is now developing the Specialty Co. in his usual vigorous fashion.

In addition to the plant for manufacturing covers, will be added a rebuilding department, and a large stock of typewriters at wholesale to the trade.

Only Two Years Old.

It is an interesting illustration of the possibilities of the typewriter trade that this company has grown up in the short space of two years, and are now supplying covers to practically every country on the globe. The climate proof qualities of these covers make them especially desirable to use in the hot countries where the moist atmosphere readily attack the steel parts of all fine mechanism.

The advantage of a flexible cover was readily recognized, for the metal covers were clumsy and always in the way when not in use, while the flexible cover can be removed from the machine and put away in a drawer until needed. Again, it can be put on the machine and closed in the drop cabinets, thus affording protection against damage by water, in case of fire.

Mr. Kellogg is well known to the typewriter dealers through his connection with the handling of large quantities of machines at wholesale, and his large trade will be glad to know that he will continue in this branch of the business.

CASH.

I want to be a great man,
And with the great men stand,
A dollar in my pocket and
A dollar in my hand;
A dollar in a bank, and then
A few more here and there,
And stocks and bonds and other things,
To make my title clear.

For this is how we're measured;
It's true, though sad to state,
'Tis the money we have treasured
That makes us really great.
It isn't how we live or die—
Don't think a thing so rash—
The requisite for greatness is
Just necessary cash.

Conneaut, O. Minnie Gauff Allen.

Big Inducements for Prize Operators

International Speed Contest Is Attracting Widespread Attention and the Inducements Offered to Operators Are Worth Trying For.

Every week shows added interest that is being taken in the International Speed and Accuracy Contest to be held at Madison Square Garden, New York, this fall, during the progress of the National Business Show. The big trophy has been chosen and the money prizes are practically all in shape to be awarded as soon as the winner is announced.

The cup that is to be offered is shown in this issue and is of solid silver 36 inches high and very massive in every particular, being 21½ inches across. This cup will cost nearly $1,000 and will be the finest trophy ever offered for any event of this nature and its possession will mean a great deal to the holder.

Prizes in money amounting to about $1,000 will also be awarded as first, second and third awards, so that the possession of any of the prizes will be well worth while and operators will be well repaid for entering the contest, as the rules will be such as to reduce the number of those actually engaged to a number where there will be a good chance for those who qualify to make a showing worth while.

The publishers of Office Appliances are taking an active interest in the affair to encourage the accuracy and speed among typewriter operators for the purpose of aiding all engaged in the typewriter business as well as business men in general. This paper being the recognized representative publication of the typewriter trade, it is doing all it can to make the affair successful.

In order to make an additional inducement to foreign operators, the publishers of this magazine offer to pay $50 toward the expense of fast operators from each of the four following divisions of Europe, who may be designated by shorthand societies of these countries named as being representative operators and capable of competing.

The districts to be divided into three parts The first district will comprise the British Isles. The second will comprise France, Spain and Portugal. The third will comprise Germany, Austria, and Italy and the fourth Australia. This means a total of $200, and as soon as shorthand societies in foreign countries decide who their particular representative is to be, this office should be notified at once, and arrangements made for sending the representative over here. Fifty dollars toward the expenses of the single individual who is to be chosen will do a great deal to help out and should act as an inducement for operators to come here to compete.

Will Be Interesting Affair.

This contest will undoubtedly be the most interesting affair that the business has ever had of a competitive nature, and should inspire manipulators all over the world to make efforts to join in and see who is really entitled to the title of world champion. Never before were such magnificent and high prizes offered as now, and while the titles that will be won here are worth a great deal in themselves, the cash that is put up as an extra inducement is a magnet that ought to draw mighty well.

For many years, ever since fast operating was first tried out, in fact, there have been numerous claimants of the title "World Champion," but no one has yet won it, and therefore no one is entitled to it. Over in England at the present time there is an operator claiming to be a "World Champion"; the same is true in Germany, and also in France, and at the same time Miss Fritz of this country has been referred to in newspapers as the "World Champion." Personally she makes no such claims, nor do her friends, but still the matter should be settled once for all. She is the undisputed champion of this continent, and only awaits an opportunity of trying her skill against the world to prove that she is really entitled to the claim of being the fastest in the world.

Will Decide World Champion.

After the contest has been held and impartial judges have decided who was the winner and who is therefore entitled to the name of World's Champion, the matter will be put to rest, after several years of discussion and argument on all sides. The contest will prove to be a positive benefit in many ways, for if it does nothing except to settle the question, it will have done a great deal.

The offer upon the part of Office Appliances to pay $200 toward the expenses of champions coming here will make it possible for some countries to have a better representation than they now anticipate, for with this amount to start with the societies would have less trouble in raising money to send their champions here.

The International Contest has attracted a great deal of attention in foreign publications and much comment has been made on the value of it. Europe is in sympathy with the idea and arrangements were made some time ago to send champion operators from certain countries. Office Appliances desires to encourage the sending of champions from other sections as well, and consequently makes the offer mentioned in this article. The $50 per person for four persons will be turned over to those who intended some time ago to come, just the same as though they expressed their intention at this late date.

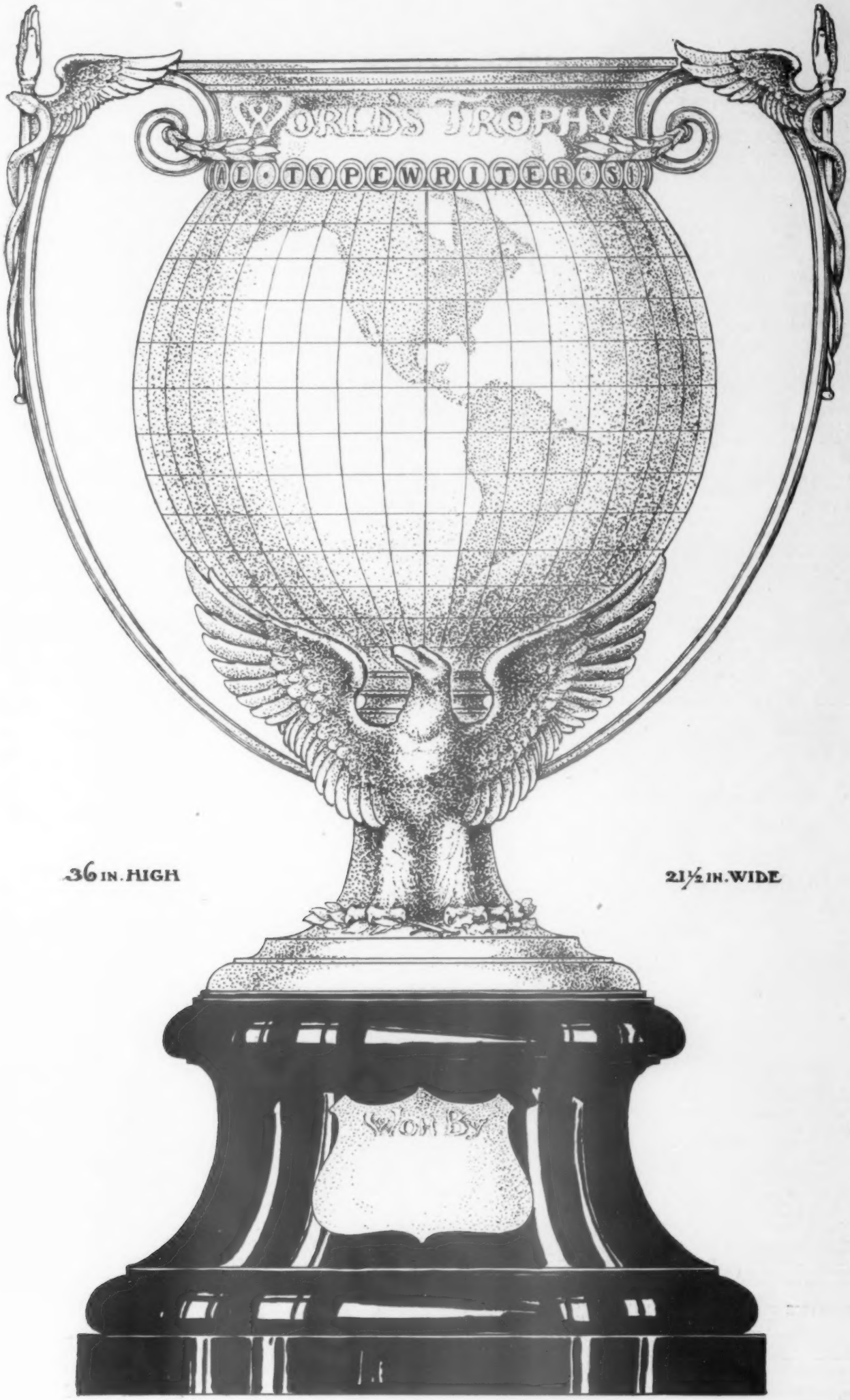
Will Be a Fair Test of Skill.

There is little doubt but that Germany, England and France will each contribute a contestant, in fact arrangements are said to have been made in these countries to send over the operator that has won all laurels at home, and with these three to start with, representing the three largest countries in the world commercially, besides the United States, the affair will be highly representative, and even though no more entries were made the winner would have competed against operators from the four countries where typewriting is developed to the highest point of excellence.

Everything is practically ready now for the contest to begin. Arrangements of all details have been looked to, and Office Appliances wants to hear from foreign operators who intend coming over, and they are urged to write at once. The secretaries of foreign shorthand societies are requested to communicate with this publication as soon as possible, detailing the intentions they have of sending over a contestant, in order that the expense money may be forwarded with application forms and other papers.

Whenever a secretary writes Office Appliances and makes announcement of the intention of the society to send a representative, the latter will be dated and placed on file. If other applications come in later, the expense money will be turned over to the first to apply in each division. Before the contestant starts Office Appliances will forward the money to the publisher of a shorthand magazine produced in the country the operator is to represent to be paid when the start is made, or will place the money in the hands of the management of the National Business Shows to be paid to the operator upon arrival in New York.

VIEWS AT THE ENGLISH BUSINESS SHOW JUST CLOSED AT OLYMPIA, LONDON.



36 IN. HIGH

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OFFICE APPLIANCES

A MONTHLY JOURNAL

DEVOTED TO THE INTERESTS OF MAKERS, SELLERS AND USERS OF OFFICE DEVICES AND SUPPLIES, COVERING THE FIELD OF ADDING MACHINES, TYPEWRITERS, TIME AND CASH RECORDERS, LOOSE LEAF SPECIALTIES, PAPER GOODS, OFFICE FURNITURE AND FIXINGS. OFFERING A MEANS TO GUIDE THE MANUFACTURER, OFFICE APPLIANCE DEALER, COMMERCIAL STATIONER, THEIR SALESMEN AND REPRESENTATIVES, AND REPORTING NEW INVENTIONS IN THEIR RESPECTIVE LINES.

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TYPEWRITER JOURNAL AND OFFICE SYSTEMS (New York)
THE OFFICE APPLIANCE JOURNAL (Chicago)
TYPEWRITER TRADE JOURNAL (New York)
THE OFFICE (Franklinville, N. Y.)

(The purchase of other suitable publications will be considered at all times. Correspondence solicited.)

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Communications invited from practical men.

Live topics solicited at space rates.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Unused manuscripts will not be returned, unless postage to cover accompanies same.

THE OFFICE APPLIANCE COMPANY

GEO. H. PATTERSON President
EDWARD C. THURNAU, Treasurer
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EDITORIAL

FALL will soon be here with its annual demands upon every line of business. Retailers in every line of trade must make preparations for the rush that is sure to come. Summer has been backward, and in many lines of business there has been an accumulation of stock that must be moved. If the office appliance dealer or stationer has on his shelves any goods that he knows should be out of the way he has one last chance to see that they are cleaned up, and that he is prepared with new and snappy lines for the demand that will soon be made upon him. Fall business will be larger this year in all lines than was the summer business. All indications point to that conclusion and retailers must prepare themselves and be ready for it. For the stationer who handles school books this is a busy time indeed, for the days are drawing close when the shelves will have to be prepared with the text books that will be in demand. For others who depend strictly upon the commercial business, times will be busy, too, for business houses always get up new forms in the fall and winter, and demands for supplies are always heavier at this time.

PREPARE FOR FALL

NATIONAL BUSINESS SHOWS are soon to open in New York and Chicago. The New York Show precedes the one held in the west, and the time is now drawing close when the doors of Madison Square Garden will be thrown open and the public will be permitted to see what has been gathered together for their examination, and this is an important thing for every business man and especially those engaged in the manufacture and sale of office appliances and stationery. A new departure of the management in the matter of installing a Stationer's Row is along the line of proper development and progress and has met with instant approval on the part of both manufacturers and retailers. This is a section of the show that should be well patronized, for here will be shown, for the first time, the late ideas that interest the commercial stationer most. Stationer's row is an innovation and manufacturers should not miss this opportunity to show their approval of giving the commercial stationer a chance to see what is offered without calling upon him to travel to a number of different factories to find out. Manufacturers should see that they are represented here and that the commercial stationers of the country have an invitation to call upon them and see what they are showing. In more ways than one this will be found to be beneficial, for the general public needs to be educated to what is to be put on sale, and the results obtained cannot help but be of the most gratifying nature all around. The National Business Shows are mighty important parts of the commercial life of this country and should be encouraged, well patronized and well attended.

BOOST FOR NATIONAL SHOWS

THE NATIONAL CONVENTION that was held last month taught those who attended it many valuable lessons. It was a notable event in many particulars and proved that the "get-together" spirit pays and pays well. The men who attended the meeting may well be said to be representatives of the highest type of business men in this country and were sure enough representatives of the stationery and manufacturing concerns of the United States. The plans perfected and the line of endeavor pursued is sure to be a great aid to the business generally, and the membership should be rapidly increased. A report of what happened is made in this issue in concise form, easy to read and gives a view of everything that took place in as few words as possible. It should be read by every man who gets this magazine, and all who are eligible should file applications with the officers for membership. There is one thing that OFFICE APPLIANCES hopes that the National Association will not be guilty of, and that is the establishment of an official organ. Progress along this line is retrogression and should be avoided as one of the most dangerous pitfalls in the path of this prosperous and popular organization. Following present lines of development and expansion, the association cannot but be of great aid to stationers everywhere and do much to alleviate present difficulties as well as blaze the trail for better methods in business everywhere.

CONVENTION'S GOOD WORK

NO man lives who can work continuously without a vacation and a regular, absolute period of rest. The successful men are as careful about this subject as they are of their business or their pile of dollars, by which success is measured nowadays. No man can long survive, or gain success who neglects this very important part of life's program. The reason that no one has yet solved the problem of perpetual motion is not that a continual motion can not be secured and that the system and device can not be thought out that will theoretically solve the puzzle, but because there is a natural law that governs this, and all that has prevented many a long-haired inventor from startling the world with a solution has been that law. The law is that two bodies rubbing together or coming in contact with each other for any given time will produce something that we call friction. Friction has never been conquered. The use of softer metals in connection with harder have been found to reduce it, and this idea is used on steam engines and electrical machinery; but even this is only a temporary relief, for sooner or later the soft metal wears down and the machine has to be stopped and repaired before it can go again. Neglect to repair it always proves disastrous.

VACATION AN INVESTMENT

SELL INTEREST IN CARBON CO.

Messrs. Oscar G. Ditmars and Philip M. Kendig have sold out their interest in the Pen Carbon Manifold Company and have organized a new concern under the name of the Ditmars-Kendig Company, located at 147 Centre street, New York. The new company takes with it the sole right to manufacture the well known Pen Carbon Letter and Bill Books. We are informed by Messrs. Ditmars & Kendig that they will have a much larger and more complete line of Carbon Papers and Ribbons than ever before, one from which every customer can find goods to exactly suit his requirements. Mr. Ditmars is too well known to the trade to need any introduction by us and we have no doubt that he will push the new company to the front as rapidly as he did the old one.

THE ME-CAN-ICION.

Devoid of a name, to designate my trade,
I'm simply a repairman.
In rebuilding a blind-writer,
To outclass a front-striker—
I'm still a repairman.

With nine prongs, aligning wrench and pinchers,
Type twisters, cutters and fixers;
I ply all day, for nought but my pay,
For I'm known in the shop as—
Repairman.

When anything goes wrong, its—
"I'll send a repairman,"
He's the man you can bet, to set everything straight,
Be it fancied or real, the cause of a misdeal—
'Twixt the buyer, the operator and salesman.

From my place in the rear,
'Midst the boxes and gear,
Or the cellar below, where the long shadows grow:
I hear all complaints, sales lost and regrets—
'Cause a salesman a salesman outdid.

But a certain feeling of strife is rife,
'Twixt the man who repairs, rebuilds or puts right,
Remington, Oliver and Underwood, L. C. or Smith P.;
The why or wherefore's a mystery to me—
A repairman.

Now, brother repairmen, come speak up and say,
What keeps us in disunion at this hour o' day?
For with interests identical, a pleasure 'twould be
To gather together in friendly tete—
All repairmen.

—Mac.

St. Louis, July 27th, 1907.

October 12 to 19 are the dates of the National Business Show at Madison Square Garden. November 9 to 16 are the dates for the show at the Coliseum, Chicago. These two shows promise to exceed in every way the shows that have been held in the past, and every stationer who can possibly do so should make it a point to attend.

Working employes overtime without good cause is a waste of energy. An employe who works a reasonable number of hours for reasonable pay, and who receives reasonable encouragement will accomplish a great deal more for the store than one who is overworked or worked over time.

A Leaf in the Current

WE BUY, SELL, RENT AND REPAIR TYPEWRITERS

BLANK BOOKS
OFFICE STATIONERY
DESKS AND FILING CABINETS
CHAIRS, SAFES
MIMEOGRAPHS AND SUPPLIES
TYPEWRITER SUPPLIES
RUBBER STAMPS AND SEALS

Exclusive agents for Globe-Wernicke Elastic Book Cases & Filing Cabinets.

Millison OFFICE SUPPLIES WICHITA.

WE GUARANTEE THE TITLE OF EVERY MACHINE SOLD BY US. REPAIRS AND PARTS AND SUPPLIES FOR ALL MAKES OF TYPEWRITERS

Millison Office Supply Co.

Printers & Stationers

124 E. First Street, Sedgwick Block
209 North Market Street
Long Distance Telephone 264

Wichita, Kansas. July 22, 1907.

Office Appliances,

Chicago, Ill.

Gentlemen:--

We want to congratulate you on your July Number of Office Appliance. It does us lots of good to read this, and it is certainly full of information regarding our different lines.

Yours very truly,

Millison Office Supply Co.

By Ralph L. Millison

R.L.M.-M.R.

This is just one of the many hundreds of concerns who find a want well supplied in

"OFFICE APPLIANCES."

I wish every office appliance manufacturer would read this letter and examine the letter head. It shows only a few of the things handled by Mr. Millison's Company. Those of you who already sell him know what his account means to any company. His business is more than local, and his sphere of influence is growing every day. And there are hundreds of others who, like Ralph Millison, get a great deal of good out of this paper.

How else can you reach them so effectively and economically as through the columns of this paper, a medium they **pay** to **get**—and **get** to **pay.**

1. It has the largest circulation of any paper in this trade, and by far.
2. It's the best edited, illustrated, patronized and most appreciated of them all.
3. Every man who takes it **can** do you good,—he's a prospect—no waste at all.
4. Think of the buying power of only 100 concerns like Millison's.
5. It is regarded more as a **text book** than an ordinary magazine, and therefore, kept for reference. Most copies live 3, many 6 and hundreds 12 months.
6. Its use as a vehicle of publicity will add an interest, tone and life to your "ad" that doesn't obtain in catalog, letter or circular matter, and at a fraction of the cost.
7. It creates discussion among the right people, people who buy to re-sell again the very articles you make. Doing that is their whole source of income.

Don't forget this,—one can't cram a paper down the public throat, but if the appetite is there and the right paper comes along the public always has the price.

OFFICE APPLIANCES has grown because it was wanted. **Our subscribers made it grow.** They were waiting for it,—or something else along the same line.

You,—Mr. Manufacturer, do your part by it, and it will do the right thing by you.

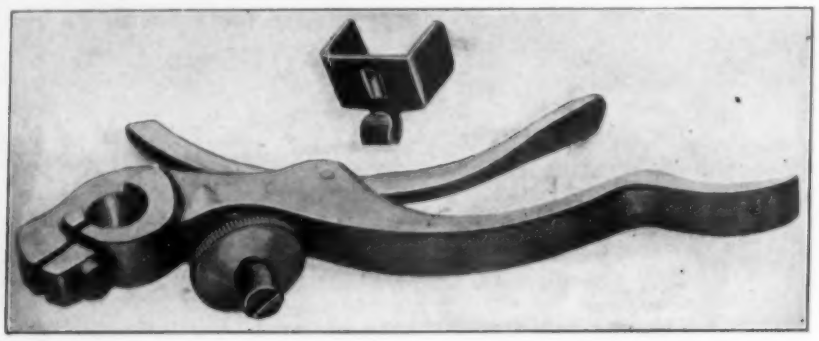
EDWARD C. THURNAU, Advertising Manager.

Color Attachment for Remington

New York Concern is Putting Out a Device That Makes it Possible to Use Two, or Three Color Ribbon on Old Models

Manufacturers of Remingtons who own older models and who do not care to trade them or otherwise dispose of them in order to buy new models, wish they could secure the advantages offered in the two or three color ribbon arrangement with which all machines are equipped nowadays.

Only the new Remingtons are arranged for the bi-chrome or poly-chrome ribbons, and this has resulted in the demand for the same thing on the older machines. Wherever there is a demand there is pretty sure to be a product to supply it, and if this is now so it takes but a short time when some bright, energetic man invests and produces what the demand calls for.



An attachment is being made and sold in New York that will fit any model of a Remington that is not equipped with a bi-chrome or polly-chrome attachment so that these advantages may be enjoyed by the user. This device will clamp right on the typewriter and not interfere with its other workings. It supplies to two or three color ribbon and makes it as perfect and easy to operate as the latest machines out.

This device is known as the "Poly-Chrome and Bi-Chrome Attachment for the Remington Typewriter" and is made and sold by the Wholesale Typewriter Company of 108-110 Duane street, New York. This company is now allotting territory and appointing agents for the sale of this attachment.

In every section where there are a large number of Remington typewriters in use dealers will find it very profitable to secure the agency for this clever and useful device, and it can be installed on practically every old style machine, thus producing a profit for the merchant that he does not now possess

GENERAL VIEW OF OLYMPIA, LONDON, DUR ING THE RECENT BUSINESS SHOW.

IMPROVEMENT ON BLOTTER BATH.

Use of Stone Cover Top Has Been Dispensed With and Device Made in Philadelphia is Meeting With a Ready Market.

The Adams Manufacturing Company of Philadelphia, Pa., which succeeded the Stone Press Copying Bath Company, has been endeavoring to improve their product ever since they acquired the old company, and now they

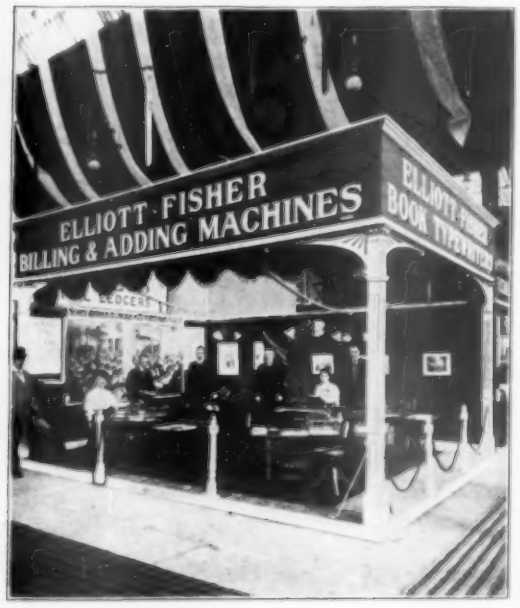
are putting out an improvement on the bath that promises to make it even more popular than it has been in the past.

Previously the bottom of the bath has been lined with porous stone and a similar arrangement has been fastened to the inside of the cover. It was found that these stones some time cracked in shipping and the concern immediately set to work to find a better idea.

They have now come out with a bath that substitutes a fibre board for the two pieces of stone and makes it possible to ship them around the world without running the slightest chance of breakage. They may be dropped on the floor or used roughly and no bad results will follow, whereas with the use of the stone they were apt to break.

The tray in which the bath rests is made entirely of brass, and cannot rust or corrode. The use of fibre top and bottom produces a perfect capillary attraction and assures a free circulation of air and water, and this moistens the pads evenly all of the time.

One way to acquire popularity is by keeping your troubles to yourself.



ELLIOT FISHER BOOTH, LONDON BUSINESS SHOW.

The TYPEWRITER

(By Special Correspondence.)

Atlanta, Ga.

R. N. Beardsley, formerly manager of the Richmond branch of the American Writing Machine Co., has taken charge of the new exchange at Peachtree street, Atlanta, Ga.

Albany, N. Y.

D. W. McClellan, manager of the Albany office of the Underwood Typewriter Co., was in New York recently on business in connection with the company.

Aurora, Ill.

According to a news bulletin received during the middle of July, this city may have a typewriter factory, in addition to the typewriter supply house now located there.

* * *

Aurora capitalists have become interested in the Imperial Typewriter which is manufactured at present in Kenosha, Wis., and if they decide to invest, the factory in all probability will be moved to that city.

Akron, O.

$1,300 worth of L. C. Smith & Brothers' typewriters were purchased by the School Board here recently. Some twenty machines were delivered on the order.

Boston, Mass.

"Captain" John R. Ramsay, Commander of "The Oliver Army of Cape Cod," has taken a cottage for the season at Onset, Mass., on Buzzards Bay.

* * *

The sales force and the repair force of the Oliver Co. here crossed bats recently with a score resulting of 11 to 3 in favor of the repairmen. Some one said it was the first game of base ball he had seen this year. What a lie!

* * *

R. E. Petit of the supplies department of the Oliver Co. here recently married Miss Eunice B. Hopp and have received many congratulations, including telegrams from his friends.

* * *

D. A. Thurston, it seems, is doing some excellent work for the Oliver organization in Boston, and has a beaten path up Federal street caused from his numerous trips to the office with "trade ins."

* * *

Buffalo, N. Y.

F. Barrett, manager of the Buffalo office of the Underwood Typewriter Co., has been spending a few days at Asbury Park.

* * *

The Underwood Typewriter Co. have organized a Salesman's Club in Buffalo. They had their annual outing at Grand Island on August 3. They had a dinner and a general discussion of the typewriter situation.

* * *

Mr. and Mrs. J. K. Jacobs were blessed with a daughter on July 11. The proud and happy father is a salesman on the staff of the Underwood.

* * *

The salesmen of the Underwood Typewriter Co. in Buffalo do not believe in race suicide. Mr. and Mrs. C. J. Brown had a little event in the family in the line of a daughter on June 29. Congratulations are in order.

Buffalo, N. Y.

Clarence E. Sherer has been appointed cashier of the Buffalo branch of the Oliver Co., succeeding Lee W. Sweetland, who has been transferred to the Philadelphia office of the same company.

* * *

Burlington, Iowa.

H. E. Russell, who makes a specialty of typewriters and "everything for the office" spent a few days in Chicago recently.

* * *

Buffalo, N. Y.

Judge Hodson reserved decision in the case of A. H. Gardner against the Oliver Typewriter Co. for $27.50 claimed as due for commission on a sale.

* * *

Beaumont, Texas.

Wm. R. Van de Veer, formerly representative for the Remington Typewriter Co. in this section, has severed his connection with that company and goes to Houston, where he joins a Read Estate Investment Company, as district manager.

* * *

He is succeeded here by B. P. Bagby, formerly of St. Louis, a young man who has been with the Remington Company for many years. He assumed charge on July 3d.

* * *

Baltimore, Md.

(By our special correspondent.)

The July business of Wm. H. Taylor & Company, the typewriter dealers of this city and agents for the Fox typewriter, was the best month the company ever had, and proved to them that the usual "dull season" is a myth where effort is put back of the contradiction.

AS THE **HAND OF SUCCESS** points to **OUR BUSINESS,** it shows that we must enjoy the confidence of an ever increasing trade, therefore, there is every reason why you should **READ** our ads.

YOU CAN BELIEVE THEM AND BE ASSURED THAT WE GIVE THE **FACTS** ALWAYS BACKED BY OUR SPLENDID REPUTATION AND WE ARE GROWING BETTER AND BIGGER ALL THE TIME BECAUSE SO MANY **DO** BELIEVE US AND SWEAR BY THE MERITS OF THE GOODS

"OUR LINE"

Typewriter Ribbons

Typewriter Carbons

TRULY

THE MOST DISTINCTIVE

MITTAG & VOLGER

Incorporated

SOLE MANUFACTURERS FOR THE TRADE

PRINCIPAL OFFICE AND FACTORY..... **PARK RIDGE, N. J., U.S.A.**

BRANCHES:

NEW YORK CITY, Stewart Bldg., 280 Broadway
CHICAGO, 200 Monroe Street
LONDON, 4 St. Paul's Churchyard
PARIS, 3 and 5 IM Passe Rellie
ZURICH, J. G. Muggli
AMSTERDAM, Benier & Co.

JUST ONE OF MANY:

"There is no Sane comparison between **yours and **others"

William C. Temple
Point Loma,
California

July, 15th., 1907.

The Automatic Pencil Sharpener Co.

524, Broadway. N. Y.

Gentlemen;-

Enclosed please find my check for the sum of Fifteen dollars, drawn on the Guarantee Title & Trust Co. Pittsburgh, Pa.

I have duly received the pencil sharpener that you sent me for trial, and I am so well pleased with it on the trial, that I send you the above mentioned check for three more of them. Also send me at the same time Six extra knives for these sharpeners.

If these sharpeners are as much better than the others that I am using at the end of six months use as they are better now, I will take pleasure in throwing away all the other kinds that I have and substitute yours therefor-in toto-;as there is no sane comparison between the performance of yours and the others now.

I presume that the extra three sharpeners that I am sending for herewith, are at the same price as the one I received for trial, viz Three dollars and fifty cents each delivered here, via Express,-charges prepaid.

Kindly send these as soon as possible, as the departments for which they are intended are in urgent need of them.

Yours very truly,

W. C. Temple

P.;-Is any of your stock on the market ?

U. S. Automatic Pencil Sharpener

THE "LONG SOUGHT" PRACTICAL SHARPENER!

"Put in your Pencil then LET GO of it.
Turn the handle rapidly 'til chips stop flying."

Write to Department "F" for

A SAMPLE

At our expense on trial.

"Practical and Efficient"

A trial of the U.S. AUTOMATIC PENCIL SHARPENER PROVES its simplicity!

Get Trial Facts Now.

Address Department "F"

Automatic Pencil Sharpener Co., Inc.

524-528 BROADWAY NEW YORK CITY

TYPEWRITER NEWS.—Continued.

Baltimore, Md.

Manager Waddell, manager of the Baltimore office of the Underwood Typewriter Co., has been away on a vacation in the Adirondacks and stopped over at New York City on his return.

* * *

Joe Brown, the genial city salesman with Wm. H. Taylor & Co., is wearing that broad smile and has never before seen typewriters turn into real money so fast as at the present time.

Chicago, Ill.

(By our special representatives.)

J. B. Thorpe, traveling in Wisconsin for the Hammond Typewriter Co., out of the Chicago office, reports that business with his firm has been one of steady growth and that many new friends are being made for this polyglot writing machine.

* * *

The terms by which the Oliver Typewriter Company occupy the handsome five story building at 47 to 55 Dearborn street, has just been made public. The property is owned by Arthur T. Lyman and others of Boston. The building fronts 110½ feet on Dearborn street, and has a depth of 38 11-12 feet. It has just been finished and not yet formally opened, although occupied by the company for some time. The lease is for twenty-five years at an annual rental of $14,875. The structure is known as the Oliver Typewriter Building.

* * *

The New American Manufacturing Co. has just incorporated under Illinois laws, for the manufacture of typewriters and office supplies. The capital is $20,000. Incorporators are Geo. A. Chritton, Jos. H. Landes and Gustave A. Zilbrecht.

* * *

Herbert C. Hess, the popular salesman with the Royal Typewriter Co. who but recently took upon himself a wife, has had the misfortune of having his wife under the doctor's care, but from last reports was doing nicely.

* * *

Sales Manager Camps of the Royal Typewriter Co. spent a few days in Chicago, and is doing special work throughout the middle west, placing agencies for his company's machine. He reports many good contracts closed recently in various parts of the country.

Chattanooga, Tenn.

A new typewriter exchange has been established in this city at 1115 Market street, in the Howell Building, where a general business will be conducted, including the agency for the Fox typewriter and typewriter supplies of all kinds.

* * *

In the repair department, typewriters, adding machines and cash registers will be given attention, under the supervision of G. C. Krause, one of the best mechanical experts in the south.

* * *

Mr. Krause is the authorized mechanical inspector for the National Cash Register Co. and the Burroughs Adding Machine Co., besides having been for years the local representative for one of the largest typewriter companies, and has had many years of practical experience in these lines.

* * *

M. B. Harker will be in charge of the sales department and these gentlemen will be pleased to serve the public with anything in these lines. The business will be conducted as the Chattanooga Typewriter Exchange.

Cincinnati, O.

(By our special correspondent.)

Mr. Young of the Remington Typewriter Co. has returned from his vacation during which he made a visit to Denver and other western territory.

* * *

Mr. Johnson, city salesman of the Remington Company, who had the western half of the city, has given up his position and accepted a position with the Columbia Phonograph Company, introducing them into all the large concerns in Cincinnati.

* * *

The Oliver Typewriter Company have more salesmen in the city of Cincinnati than any other company. They now have six, while all the other companies have two.

* * *

L. C. Smith & Brothers Typewriter Company have opened a branch office in this city on Main street, between Third and Fourth. They have been showing fine results since beginning here under the guidance of Manager Knox.

* * *

The Glen Brown Company has leased for Mrs. A. J. Mullane, the storeroom at the northeast corner of 4th and Plum streets, to the American Writing Machine Company, for a period of three years and a half, at a monthly rental of $115. This would indicate that there is to be a new "Typewriter Exchange" in Cincinnati.

Cleveland, O.

By Our Special Correspondent.

The branch office of the Underwood in this city reports a very fine business for the month of July, with sales largely ahead of one year ago. The Underwood is a very general favorite in Cleveland and is now in use in nearly every business office.

Cincinnati, O.

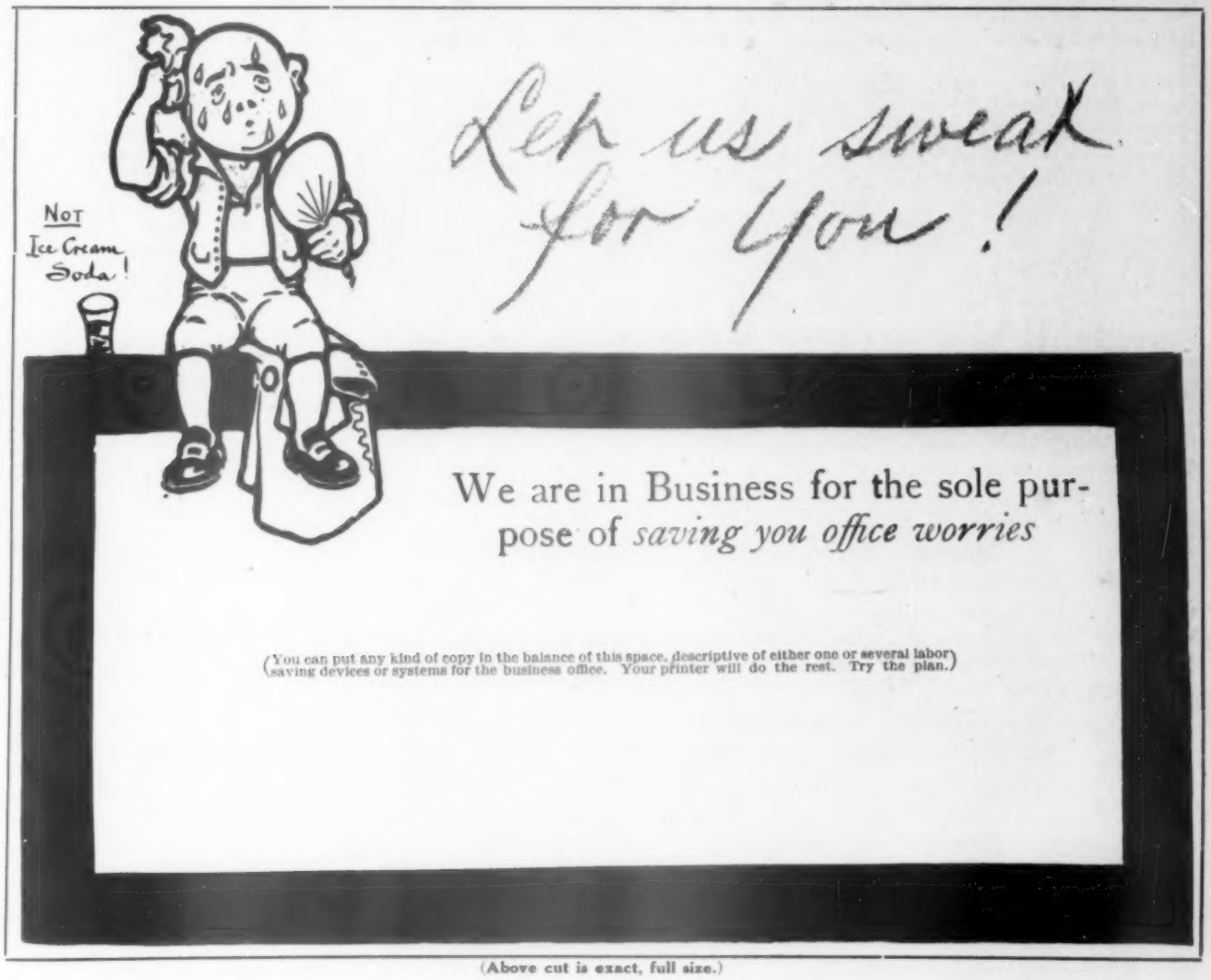
C. O. Tower has been appointed manager of the typewriter exchange branch of the American Writing Machine Co. The new store will be at the corner of Plum and Fourth streets.

DEALERS: Read this Plan. It's Meant to HELP YOU

It's worth trying ——— Available only to one dealer in a city ——— No more

Can be used to advertise

Typewriters
Adding Machines
Filing Systems
Loose Leaf Systems
Carbons and Ribbons
Accounting Systems
Addressing Machines
Bank Supplies
Bookkeepers' Supplies
Cash Registers
Furniture
Check Protectors
Duplicating Machines
Stationery Specialties and Office Supplies of most any kind



(Above cut is exact, full size.)

We will furnish to one dealer in a city a cut like the above—all ready for you to take over to the printer with whatever advertising copy you may want to insert in the open space.

The price of this cut is low—only $2.50—less than it would cost you to make the cut alone, after you had the drawing. It would cost you $12.00 to $15.00 to get such a cut made first hand.

This Cut—with a properly worded "ad" set in the white space—will make an effective 1 cent mailing card or "ad," and attract both attention and trade.

The cut can be used for newspaper, circular, catalog or mailing card work, and is very appropriate at this season. It will come in handy on a lot of occasions, so you better have one on hand.

First come-first served—and remember—ONLY ONE TO A CITY.

So you need not fear others will have the same idea. Send cash with order today to

"Ad-Service Dep't"

The Office Appliance Co., 303 Dearborn St., Chicago

A Sweeping Victory!

for

A. B. DICK COMPANY

(INCORPORATED 1884)

SOLE MAKERS OF

EDISON MIMEOGRAPHS

161-163 WEST JACKSON BOULEVARD
CHICAGO

To the Trade and Users of Mimeographs:

In our late advertisements in this paper we have called your attention to a list of patents owned by us covering **Duplicating Apparatus** and supplies for use thereon.

Suits are now under way against known infringers.

In one of these brought against Sidney Henry et al. of **The Lineograph Co.,** for damages and for an injunction to restrain said defendants from selling supplies, such as Ink, for use on the **Rotary Mimeograph,** the United States Court in New York has, by a decision rendered January 11th, 1907,

Broadly Sustained Our Exclusive Right

to furnish the supplies used on our patented and restricted machines.

After ordering an accounting of profits and damages the decree directs an injunction restraining the defendants as above indicated.

That there may be no misapprehension we quote from the decision as follows:

"In fact there is nothing unreasonable or extortionate "in these license agreements and restrictions." * * *

"That such license restrictions are lawful, good, valid "and binding in the case of patented machines and arti- "cles has been established by a long line of decisions. "Also that one who knowingly and directly aids, abets "and procures a violation of such license restriction is a "contributory infringer of the patent." * * *

"This Ink is neither a staple article of commerce nor "a public commodity required in the ordinary affairs of "life." * * *

"The complainants sell their Ink intended for this ma- "chine and other supplies at a reasonable price." * * *

"The complainants look to their sales of Ink for profit. "They have parted with their machines and permitted "others to have and use them only on condition this "special Ink shall be used therewith." * * *

Referring to the case of Cortelyou vs. Johnson decided by the U. S. Appellate Court, (and from which decision certain infringers have published extracts) this court says,

"It simply reversed the Court below on the ground it "was not shown by sufficient evidence that defendants "had knowledge of the license restriction."

Beware of duplicator stencil paper, ink and other supplies for our machines which do not bear our name and address. Their use involves a violation of our rights which will not be tolerated.

Additionally, our supplies are the best obtainable, are sold "at a reasonable price" and their uniformity, under all conditions, can be depended upon.

A. B. DICK COMPANY

Complete copies of this LAST opinion, and the opinion of the Appellate Court in the case of Cortelyou vs. Johnson, will be sent free to interested parties upon application.

TYPEWRITER NEWS.—Continued.

The L. C. Smith Co. are also selling a great many of their machines and are gaining rapidly in popularity. They claim to have won second place in the race of "visible" writing machines, and are striving hard to distance their competitors.

* * *

It is rumored that the new Victor typewriter is to be represented in Cleveland about the first of October. Whether it is to be sold through a branch office or by a dealer is not yet fully decided. Competition among "visible" machines of first class promises to be very brisk in the coming fall season.

* * *

In spite of the rapidly growing popularity of "writing in sight" the Remington and the Smith Premier offices claim to be doing a better business than last year. They are certainly selling many new machines.

* * *

George A. Callender, late repair man in the Underwood office at Toledo, is now repair man for the Royal at Cleveland.

* * *

Fred Janathas, head repair man in the office of the Royal in Chicago, has been in this city for a few days to assist in opening the Royal branch.

* * *

Columbus parties interested in the new Bennington Word Typewriter have been in this city for the past ten days endeavoring to sell some of the capital stock of that company.

Cleveland, O.

(By our special correspondent.)

The Royal Typewriter Company opens a new branch office here, at 307 New England Building. Y. F. Stewart, formerly manager for the Underwood Co. at Toledo, is in charge. The new office is an exceedingly fine one and promises to produce results immediately.

* * *

Joseph Ryan, a typewriter salesman, is at the Dalrymple Hospital recovering from an attack of lockjaw brought about by a blow from a club in the hands of an unknown assailant.

A few weeks ago a stranger bumped into him as they passed on the street. Words followed and Ryan was struck across the nose and mouth with a heavy stick. Lockjaw set in after eight days. It is thought the disease germs penetrated the skin on splinters of the wood.

Denver, Colo.

(By our special correspondent.)

E. L. Wright, who left the East last February to take up the management of the Oliver Typewriter, at this point seems to be making a success of his office, and in writing to us recently indicated that he found much pleasure in reading our paper. His only kick has been in not receiving the copies of the paper regularly, which we shall try to remedy.

Fargo, N. D.

The Fargo branch office for the Underwood Typewriter Company is located at 609 Northern Pacific avenue, under the able management of H. G. Curtis, who keeps this machine well in the front, and has a good stock of supplies for his local trade.

Fort Worth, Texas.

(By our special correspondent.)

The Smith Premier office, under the management of Mr. Long, was established this week in their elegant new quarters, the ground floor of the Flatiron Building, with show windows on Houston street. The Smith Premier people came to this city recently and were fortunate in securing such a desirable location. The Flatiron Building has only been ready for occupancy during the past two weeks and is one of Fort Worth's most up to date office buildings.

* * *

The firm of Lyerly & Smith, which for the past five years has been handling Oliver typewriters in this city and surrounding territory, was incorporated this month with a capital of $15,000. Several new members were added to the firm.

* * *

A. A. Griffith, formerly agent for the Underwood in this city, has introduced the Royal typewriter into Texas, and is advertising it in a way that means results are assured. Mr. Griffith is from St. Louis, Mo., and is proving his ability to "show" the people here what is accomplished by hustling.

* * *

The Remington office has removed from their old stand on Ninth street to the ground floor of the Wheat building, where they are established in one of the coziest offices in the city.

* * *

Ollie Warren, expert mechanic and recently a member of the newly incorporated firm of Lyerly & Smith, is delivering Olivers in a new automobile. Ollie being a reckless driver, the other typewriter men have taken to cover and only appear on the street when assured that the auto is safely in the garage.

* * *

The Underwood Typewriter Company is represented in this place by F. C. Shelton, with headquarters at the Y. M. C. A. building.

* * *

The Keystone Printing Co. carry a full line of office supplies and fixtures, also second hand and rebuilt typewriters. Leonard Kennedy is in charge of the typewriter department and superintends all the repair work.

* * *

The Modern Typewriter Supply Co. is another

TYPEWRITER NEWS.—Continued.

firm which has come to Fort Worth since the first of the year and opened an office at Fourth and Houston streets. A. A. Griffith is manager, and recently signed a contract with the Royal Typewriter Co. of New York to represent them in this city and all of west Texas.

* * *

S. L. Ewing, state agent for the Fox typewriter, with offices at Dallas, was in this city the 2d, hobnobbing with old friends and stirring things up in general.

* * *

Grand Rapids, Mich.

(By our special correspondent.)

Superintendent Dodge of the Fox Typewriter Company, has resigned his position and returns to his old home. Before leaving Mr. Dodge was made acquainted with his own popularity in the factory by being presented with a handsome silver tea set from the employes. The presentation was made by Geo. Mohler in the presence of 400 employes of the Fox factory.

* * *

The Underwood Typewriter Co. of New York have brought suit against the Fox Typewriter Co. in the federal court, claiming that the local concern is infringing on patents covering a tabulating device. The case is down for July 30th. The Underwood Company sues under patent No. 436,-916.

* * *

The Fox Typewriter Company, following the plans of several other typewriter companies, is now producing a monthly "house organ" for the exclusive benefit of their agents and salesmen. In this case the printing of the same is accomplished on the American Multigraph, and the finished paper is an artistic piece of printed matter well gotten out, and should do much towards bringing the sales force of this company together in a unit of understanding.

Galesburg, Ill.

J. Witte, who is employed by the Chicago Writing Machine Co., had a piece of brass thrown into his eye recently, while operating an emery wheel.

Houston, Texas.

The Remington Typewriter Company have fitted out exceedingly fine offices in the Hornberger Building, at 912 Franklin avenue, this city. The suite consists of offices, storage, repair and stock rooms, all furnished complete and in an up-to-date style.

Hartford, Conn.

Bernard J. Dow, formerly of 5 Clinton street, this city, has accepted a position with the Royal Typewriter Co. in New York.

* * *

The definite plans for the proposed plant of the Royal Typewriter Company have now been decided upon. There will be two buildings erected, 50 by 307 feet and 50 by 130 feet, respectively, each four stories in heighth and two one-story buildings about 50 by 130 feet each. They will be of brick, mill construction. Albro & Lindeberg of New York City are the architects and associated with them is Engineer Geo. B. Allen of Hartford.

The building will cover over 250,000 square feet of floor space, and be capable of turning out 25,000 machines annually.

The Hartford Board of Trade has recently been increased with 19 new members, among them is the new Royal Typewriter Company. At the recent meeting of the body, the company's president, Mr. Allen O. Ryan, had an opportunity of meeting other manufacturers of the town and they in turn becoming acquainted with the head of this new company.

Ed. J. Manning, formerly of the Underwood Company, and now factory manager for the Royal Company, was also a member of the party.

Jacksonville, Fla.

In our last month's issue, we alluded to a party located here who needed our attention. We learn that the party means to do right, and has been in financial distress for some time; however, we know of several who, like ourselves, have been led to believe that he was doing wrong, and the least he can do is to let us know the real condition of affairs.

We have no intention of hurting any one's feelings, and stand ready at all times to help the needy and assist those who are trying to succeed, but then one cannot always do this if not properly informed.

* * *

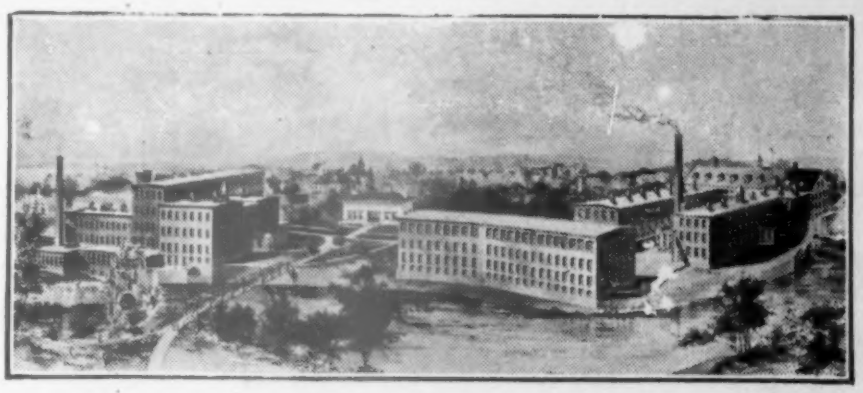
A. C. Butler, who recently joined the H. & W. B. Drew Company, has taken charge of their news department and not their typewriter department as indicated previously. D. C. Baldwin, who has been with the Drew Company for many years is in charge of the typewriter department and still remains there, to the satisfaction of the company and the success of both himself and the firm.

Ilion, N. Y.

E. C. Brawn, who spent a few weeks in Ilion, has returned to Richmond, Va., where he holds a position as foreman of repairs with the Remington Typewriter Co. He takes with him R. A. Barnes, who has completed a course in the repair school.

* * *

The Utica (N. Y.) Press, of July 20th, comments upon the fact that E. M. Bennett, formerly an Ilionite, and later manager for the Typewriter Exchange in New York City, has joined the Typewriter Printing Machine Co. of Buffalo, as an officer of the company, as displayed in our July issue of "Office Appliances."



Where Weston's Linen Record Paper is made—at Dalton, Mass.

It is hardly an exaggeration to say that more financial records and accounts — both in bound book and loose leaf form—are recorded on Weston's Linen Ledger Paper than on any other high grade paper. For more than forty years this paper has been the choice both of the user and the maker of books of account.

Look at the picture above—"The Home of Weston's Linen Record." Situated in the heart of the paper making world, surrounded by ideal conditions of beauty and health, and resting on a foundation of over 40 years of experience,—is it any wonder that this line should rank—as it does—**The Best Linen Ledger Paper Made?**

Our papers are guaranteed to give satisfaction. They are made in **White—Blue** and **Buff**—with a body that is superbly strong and perfect as to surface and finish.

The only thing to which you can compare a sheet of Weston's Linen Ledger Paper is to another sheet of the same make — Any other comparison is quite illogical.

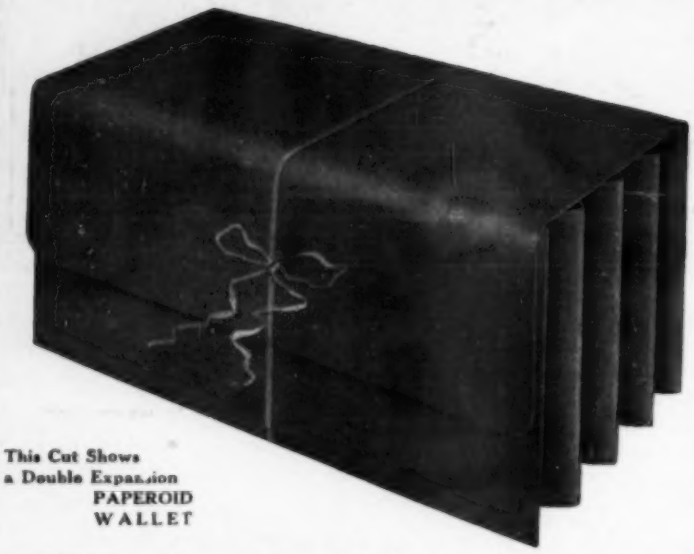
Byron Weston Company

Dalton - - - Mass.

If you don't know—you ought to know all about

"PAPEROID"

Trade Mark



This Cut Shows a Double Expansion PAPEROID WALLET

We will gladly send to any office appliance

DEALER

OR

COMMERCIAL STATIONER

a liberal supply of

FREE SAMPLES

for close inspection.

THESE goods are made in all leading sizes, both flat and expanding, for filing purposes, and we are now prepared to supply them through the trade. Our full line of Envelopes and Wallets are made of **Paperoid**—which is paper of extraordinary quality and

Will wear like leather—Sold at a fraction of the price.

The color of PAPEROID is reddish brown, suggesting real leather.

We are making a better and more comprehensive line of filing envelopes and wallets for the permanent care of papers of value than has heretofore been obtainable. They are designed for the use of Banks, Bankers, Trust Companies, Insurance Companies, Lawyers, Real Estate and Insurance Agents, Architects, Engineers, Contractors and business men generally.

The character of **Paperoid** is more like a pure rope paper than anything else obtainable in the market, but it is made under special supervision and is not to be compared with the so termed **"Pure Rope"** found in the paper stores.

It is fully ten years since we made our first experiments, putting these goods into the hands of Lawyers, Bankers and others.

The goods have always given entire satisfaction and from year to year we have increased the output of our plant.

Paperoid is a "coined" word with us and we have it secured by a Registered Trade Mark.

We make also **Paperoid Bank Mailing Envelopes** for mailing valuable papers which are superior to cloth lined envelopes. All regular sizes from 4x9½ up to 10"x16".

Our lists of sizes of flat wallets for filing includes all regular sizes from 4x9½ inches to the largest cap and folio sizes. Since the vertical filing system came into so general use, very many large size envelopes and wallets are used.

Our list of sizes of Expanding Wallets is equally comprehensive. All expansions.

We also make a full line of Pocket Envelopes of smaller sizes for advertising purposes.

We invite all stationers who have demand for extra good envelopes and wallets for filing papers, securities, etc., to correspond with us. We make the goods — we guarantee the quality. Our prices are right—our discounts are fair. Write us of your needs and we will respond promptly with samples and prices.

WRITE FOR TERMS, DISCOUNTS, SAMPLES, ETC.

ALVAH BUSHNELL COMPANY

4 North 13th Street :: Philadelphia, Pa.

Our PAPEROID goods received universal attention at the recent National Business Shows Held in New York, Chicago and Philadelphia.

TYPEWRITER NEWS.—Continued.

The paper takes considerable pride in speaking of Mr. Bennett and his new position, and well they may, for indications show that the new company is to be a very strong one in the fac-simile letter business.

* * *

William Ray, who took a complete course in the repair school connected with the Remington factory, has been advanced to the position of repairer at the New Orleans branch of the company.

* * *

William Hurley of Ilion, who recently tendered his resignation to the Remington Typewriter Co., was pleasantly surprised as he was about to leave his associates in the Montgomery department, where he has faithfully labored for the past six years, by being called back and presented with a Horrocks roll top desk, as a mark of esteem from his fellow workmen. Mr. Hurley resigns to enter into partnership with Bratz & Sholes, cement workers of this town.

* * *

Charles Hitchcock, after a ten days' visit in Ilion, left for Omaha, Neb., where he is located as salesman for the Remington Typewriter Co.

* * *

Possibly the best piece of news received by residents of this town for some time came with the announcement that the Yetman Typewriter-Transmitter Company of New York City has been formed and incorporated at Albany. It is capitalized at $1,500,000. The directors are Samuel Johnson, Charles E. Yetman, Wm. M. Williams and James J. Stephenson of Oshkosh, Wis.

The company have been for some time occupying the site of the Tucker File & Cabinet Co. at the corner of Morgan and Main streets, and it is the wish of all that this new enterprise may become a leading industry of this village.

* * *

As indicated elsewhere, the third annual field day of the Remington Typewriter Company attracted a large crowd at Recreation Park.

Ilion, N. Y.

(By our special correspondent.)

Great interest is being manifested in this village over the baseball games as being played by the teams organized from the different departments of the Remington typewriter factory for the formation of the typewriter league. These games are played after the working hours of the day on the fine diamond located in the splendid recreation park which the company has provided for the use of its employes.

A league has been formed among the employes of the Remington Arms Co. and from the teams from each factory league a picked team has been formed to represent the industry in a series of five games played between the typewriter and armory teams. These games are well played and are attracting thousands at the games and remind one of baseball as it existed in Ilion in the days of the state league.

* * *

The extensions to the Remington typewriter factory in this village are progressing finely and it will not be long before they will be ready for occupancy. The new building, No. 1, 122 feet by 30 feet, is about completed and is roofed in, and the brass foundry, which will be 75 feet by 90 feet, has the walls about up and will soon be ready for roofing. These buildings when occupied will give much more floor space to the particular departments for which they are being constructed, and greatly facilitate matters during their busy seasons.

* * *

William Ray, who took a complete course in the Remington Typewriter Repair School in this village, has been advanced to the position of repairer at the New Orleans branch of the Remington Typewriter Company.

* * *

G. E. Doyle, who took the regular course in the Remington Typewriter Repair School at Ilion and who went to New York in January, 1907, has been advanced to the position of repairer in the New Orleans branch office of the Remington Typewriter Company.

* * *

James Thornby of New York city has been looking up old friends in this village. Mr. Thornby will be pleasantly remembered as having been associated with his brother George, now of the New Knickerbocker Hotel in New York city, in business in Ilion a number of years ago. Mr. Thornby is one of the many successful typewriter men in New York city who call Ilion their home town. Before returning to New York Mr. Thornby will make an extended western trip through Montana, Wyoming and Idaho, and visit his brother William in South Dakota, who is interested in some valuable mining properties in the Dakotas.

* * *

F. R. Rockwell, who took a complete course in the Remington Typewriter Repair School at Ilion and who went to New York on August 10, 1906, has been advanced to the position of repairer at the Pittsburg branch office of the Remington Typewriter Company.

* * *

Hartford, Conn.

The Underwood Typewriter Co. are erecting another building, 100 feet wide by over 200 feet long which will be an addition to the nickel plating and Japanning department.

Jamestown, Va.

Several of the managers of the Underwood Typewriter Co. have been visiting the Jamestown Exposition. J. H. Blodgett was there and in New York prior to his taking charge of the Louisville office.

TYPEWRITER NEWS.—Continued.

Jackson, Miss.

(By our special correspondent.)

John B. Clark, local agent for the Oliver Typewriter Co., reports splendid sales for his machine during the hot season. Mr. Clarke is an all-round Oliver man and knows how to get the business.

* * *

McCowatt-Mercer Company, who handle the Smith Premier Typewriter in the local territory, also handle a full line of office supplies, including blank books of all kinds, which they manufacture themselves. They have a very successful business.

* * *

Booker Mills, the 15-year-old son of Drummer B. D. Mills, of Milan, according to the daily Sun of this city, arrived in this city recently taking a course in salesmanship under the guidance of General Agent John D. E. Boaz. Young Mills wishes to become an expert on the machine, not only as an operator, but as a salesman. He is assistant to the local man at Milan, and has already sold several Olivers.

* * *

The Fox Typewriter Company is represented in this territory by H. H. Brooks, the genial traveling man for the Southern Engine & Boiler Works.

* * *

C. G. Faulkner, who travels for the Oliver Co. in Arkansas, with headquarters at Little Rock, recently made a visit to West Tennessee to see his people. En route back he called on the traveling salesman for the Oliver in West Tennessee, who noticed that the Arkansas salesman was looking unusually thin. The question was asked: "Faulkner, what is the matter with you? You look as though you had been working overtime." He answered, "I have. It is the Oliver No. 5. Since it came out I have all I can do."

Young Faulkner is a Tennessee man, and has many friends in Jackson, where he attended school. He came home in response to a telegram announcing that his brother was very ill.

Jamaica, L. I.

At Albany recently there was incorporated the United States Typewriter Company of the village of Jamaica, with a capital of $600,000, divided into shares of $100 each. Of this amount the sum of $200,000 is to be 7 per cent non-cumulative preferred stock. The directors of the new company are given to be as follows: M. J. Katz, T. A. Levy, G. T. Van Nalkenburgh, J. D. Mason, Henry Siegrist, Jr., F. W. Elder, Joseph G. Switzer, Walter Laier and B. F. de Frece, of New York City.

Los Angeles, Calif.

(By our special correspondents.)

The Arthur G. Wilson Company, general agents for the Blickensderfer and Fox typewriters, move into their new and larger quarters at 330 S. Hill street on August 1st. This firm also controls the Typewriter Inspection Company, and have built up a large inspection business in this city.

* * *

Edward W. Pease, manager for the Office Equipment Company, general agents for the Monarch typewriter here, reports an excellent business for the month of July. With a force of four salesmen they are working the city and Southern California thoroughly and placing lots of machines.

* * *

Fowler Brothers' Book Store, agents for the Royal typewriter in this territory, have just completed a ten years' lease on a large four story building located at 541 to 547 S. Broadway, paying a yearly rental of $40,000. They will use part of the ground floor and two lofts, subletting the balance, and will branch out considerably with a complete line of Kodaks, cutlery and some other office devices. This will give them one of the largest and finest stores on the coast.

* * *

W. Elliott Sibertson is the sales manager for the new A. G. Wilson Co., who are moving to larger quarters as indicated above.

* * *

The Typewriter Guarantee Co., although only three months in business, are certainly getting their share of the inspection business of this city and many new contracts are being added daily.

* * *

Manager Brown of the Underwood Typewriter Co. is "getting his," as the phrase goes, although they are orders and nothing that he is afraid to take.

Louisville, Ky.

A. C. E. Meffert, formerly manager for the Underwood Typewriter Co., has severed his connection with that firm, and will embark in the office appliance business for himself.

Just prior to leaving the Underwood Company he had the pleasure of receiving an order for 40 machines for the Commercial Department of the Louisville public school. Mr. Meffort has done some very fine school work for the Underwood Co. during his engagement here.

* * *

J. H. Blodgett, formerly salesman at the Kansas City office of the Underwood Typewriter Co., has been promoted to the position of manager of the Louisville office, succeeding A. E. Meffert, who has resigned.

Kansas City, Mo.

(By our special correspondent.)

W. L. Goodman, formerly in charge of the St. Joseph office for the Oliver Company, is now traveling in southeast Kansas, with headquarters at Chanute.

General Service Carbon Paper

Our General Service Carbon Paper is undoubtedly the most largely sold brand in the country.

You may never have heard of it for it is boxed under 279 different brand names.

You have doubtless met it in competition under one of its various names, for it is sold the world over.

It is the one carbon paper that wins the large contract orders on competitive tests in the hands of intelligent buyers.

It will compete with any other manufacturer's paper strictly on its merit, without regard to price.

It will undersell any other carbon with a large margin to spare.

It is a strictly pigment and wax carbon, coated on an exclusive stock.

Its durability, permanence, brilliancy, sharpness of imprint and manifolding powers are unquestioned and guaranteed.

We sold nearly ten million sheets of this paper last year. Could we do it without salesmen if the carbon did not "make good?"

Let us ship you a trial order under your brand name. You may send it back without question if you are not more than satisfied.

Neidich Process Company

Burlington New Jersey

Stamping the Only Unalterable Limiting Line on a Check Like This

NOT OVER FIFTY DOLLARS 50

Means no further loss to the firm who draws the check or to the bank on which it is drawn. A statement which cannot truthfully be made by any other check perforating device.

PROTECTOGRAPH

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Dealers' Opportunity

Every firm has some means of supposing that their checks cannot be raised. The elegant literature and selling arguments we give you free makes it easy to displace any of the so called "check protectors" by the only real one. The **Protectograph Opportunity is yours.**

Simply Write

G. W. TODD & CO.

36 Exchange St. ROCHESTER, N. Y.

TYPEWRITER NEWS.—Continued.

E. P. Ryan has succeeded Goodman at St. Joe for the Oliver. Ryan has been located at St. Joe in typewriter business for some time and now with assistance of the No. 5 Oliver should increase his bank roll in the Missouri town.

* * *

C. E. Beach, a veteran Oliver salesman, is now at Goldfield, Nev., in the mining business, and is said to have struck it rich. Beach credits the Oliver Company as the stepping stone to prosperity.

* * *

J. H. Blodgett, formerly city salesman for the Underwood, has been promoted to manager to the Louisville office for the same company. The large number of Underwoods to be found in his city territory speak well for his ability and competitors in the blue grass country will have to go some to beat him out.

* * *

R. G. Simons, until recently cashier for the Underwood, has succeeded to Mr. Blodgett's territory and his ever winning smile and forceful manner are bound to bring good results.

* * *

R. B. Wilcox, who traveled out of Muskogee, I. T., for the Oliver Company, now is running a 5 cent show at Garden City, Kans., and is having a little harvest of his own.

* * *

In spite of the extreme heat we have had in this part of the country recently, Manager Warren reports that up to July 20 their sales have been the largest in the history of the office.

* * *

Cashier Hardy of the Oliver is spending his vacation at his home in Cleveland, Ohio. The work in this department has been exceedingly "hardy" this year and Mr. Hardy well deserves a rest.

* * *

W. R. Pickering, manager of the Joplin office for the Smith Premier Company has made a new record for sub-branches in the past few months. His increased sales in all departments have much to do with placing Kansas City toward the top of the list.

* * *

John White, the trouble man for the Smith Premier Co., is considered to be one of the best when it comes to mechanical adjustments and the assistance to be gained through his efforts cannot be overestimated.

* * *

The Typewriter Exchange and Smith Premier boys went through the motion of a base ball game recent; score, Exchange 9, S. P. 6. It was a hard fought game from the start and if Manager Burke of the Blues gets his lamps on some of these stars, typewriter business will suffer a loss.

* * *

There is woe in the ranks of the Oliver repair department over their inability to organize a base ball team, this being the fad nowadays. The Oliver bunch are shy seven players in this department.

* * *

Miss Alice Owen, manager employment department for the Smith Premier Co., while only having charge of this department for the past year, has shown the largest increase in number of positions filled and highest average of salaries than any office in the Smith Premier system. Miss Owen's ability and help to the Kansas City office is appreciated by the entire selling force.

* * *

W. O. Plowman, manager St. Joseph office Smith Premier Co. during the month of June, reports the largest month in the history of the office. "MOP" has a system that he uses that seems to "show the Missourians" the merits of the Tri-Chrome.

* * *

H. D. Hoyt, city salesman for L. C. Smith & Bros., reports a nice business for last month. Hoyt has been selling the visible Smith in the low lands territory since the opening out of this office and his strong arguments for visibility have no doubt shown the results.

Montpelier, Vt.

A certificate of registration for the L. C. Smith & Brothers' Typewriter Company has been filed in this city, showing that this company has a capital stock of $5 000, and that its main office in Vermont will be in Burlington. J. E. Cushman is named as the official representative of the firm.

Minneapolis, Minn.

G. A. Green of this city, the general representative for the Oliver Typewriter Co., made a trip through the northern part of Minnesota with his wife.

Montgomery, Ala.

(By our special correspondent.)

B. E. Minchener, formerly a salesman in this territory, and A. H. Liston, who has had twelve years' experience in the mechanical line in Boston, New York, Pittsburg and other cities, have opened a typewriter exchange in this city, known as the Southern Typewriter Exchange, and the first month's business will probably equal that of any other house in this territory.

* * *

P. A. Etheridge another Boston typewriter man of a few years ago, is operating the Montgomery Typewriter Exchange and doing well.

* * *

Mr. Liston, in commenting on the prospects for his firm, advises us that the Southern field is not

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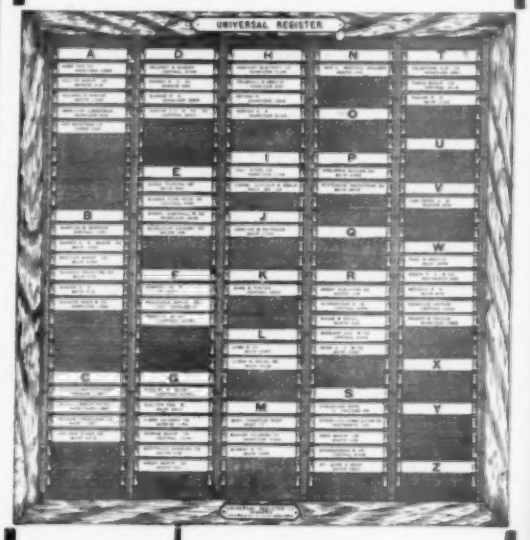

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NO WAITING

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DEALER

OR

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No office too large or small but from 1 to 5—10 or even 100 of these registers may be used.

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because it is so useful, economical and substantial.

ALWAYS IN SIGHT.

Names instantly taken out and corrected, or new ones added. Used by thousands of firms in connection with time clocks, etc., or as phone indexes hung on wall near phone.

GOOD PROFIT TO DEALERS

Write for Discounts and a full line of illustrated printed matter on This and Other Devices. We have a number of other "good things."

We have a plan of profitable Co-operation with You that is making big money for some of you dealers. Ask us to help you sell 'em. We'll explain it.

Universal Register Co.

212 S. Canal Street, CHICAGO

88 Center Street, NEW YORK

TYPEWRITER NEWS.—Continued.

so crowded as that of the North, and most of the territory is developing rapidly. He also advises us that Montgomery has been missed in our news service. We hope we have seen the last issue when such a thing occurs again.

Milwaukee, Wis.

The L. C. Smith & Brothers' Typewriter Co. have filed incorporation registration in Wisconsin for $5,000, of which $1,000 is represented by business and property in Wisconsin.

New Orleans, La.

(By our special correspondent.)

H. M. Dyett and A. H. Pike, both of whom have been in the typewriter business for a number of years, have taken up the sale of the Fox machine in this city, under the title of the Southern Typewriter Exchange. With their thorough knowledge of the business an excellent success is predicted.

New York City, N. Y.

(By our special representatives.)

John E. McNabb, a stockholder in the Alexander Typewriter Company, of Endicott, N. Y., and New York City, has brought suit against the company and Congressman Geo. W. Fairchild, as receiver, and Edward Lauterbach, individually as a director, to compel Mr. Alexander to turn over to the company some $50,000 alleged to have been obtained by him on the sale of the European rights and to restrain Mr. Fairchild from acting as receiver. Arguments on the case were heard in the Supreme Court on July 25th.

* * *

Butler Brothers have purchased 60 Royal Standard typewriters, which will be distributed among their branches in New York, Chicago, St. Louis and Minneapolis.

* * *

A complete report and pictures concerning plans for the new Royal Typewriter Company's plant at Hartford is promised for our next issue, and should interest all those who are watching the development of this new concern.

* * *

William H. Beardsley has resigned from the management of the New York office of the Monarch Typewriter, and has accepted the position of manager of the General Typewriter Exchange of 31 Murray street, in the place of Milton H. Kellogg, resigned.

* * *

Manager Gardner of the Hammond Typewriter Co. reports that business during the summer has been beyond the average of previous years. He has been enjoying the week ends for the past month at one of the resorts on the Jersey coast.

* * *

Manager King of the New York office of the Smith Premier Co. has just returned from a short vacation at Cambridge Springs, Pa., where he had a most enjoyable time.

* * *

Within the last ten days Mr. Eylar, sales manager of the Underwood Typewriter Co., visited Chicago, St. Louis, Indianapolis, Louisville and Pittsburg. He reports business as exceptionally good, considering the summer season.

* * *

Mr. John T. Underwood, president of the Underwood Typewriter Co., is still in Europe.

* * *

The Underwood Typewriter Co. are now in a position to execute all orders promptly. The factory at Hartford has been on full time all the summer, and that fact has enabled them to catch up a little on orders. They are also putting on more employes weekly, and increasing the output almost daily.

* * *

Nelson A. Miller, advertising manager of the Underwood Typewriter Co., spent several days in Chicago recently in connection with the department of exchange machines.

* * *

Mr. Claflin, manager of the Cleveland office of the Underwood Typewriter Co; Mr. McClellan of Albany, and Mr. Barrett of Buffalo, have recently taken in the sights of Coney Island under the personally conducted tour of Mr. Miller, advertising manager of the Underwood Company.

* * *

The executive organization of the Underwood Typewriter Co. has been readjusted to the new quarters, which include an addition to 2483 Broadway. The advertising department is removed from the fourth to the third floor, where they have fine quarters. The comptroller's department is moved into 243 Broadway, occupying the whole second floor. The employment department has a still larger floor space, which extends into the second floor of 241 Broadway. Other improvements, and changes, with views, we hope to produce in our next number.

* * *

C. V. Oden, special representative of the Underwood Typewriter Co., was recently in New York on business in connection with the company.

* * *

E. M. Bennett, manager of the Typewriter Exchange at 1½ Barclay street, has resigned to take the position with the Writer Press of Buffalo, mentioned in our last number.

* * *

R. J. Black has been appointed manager of the Typewriter Exchange at 1½ Barclay street. Mr. Black has had many years of typewriter experience. He commenced his career with the typewriter industry twelve years ago with the American Writing Machine Co., when they had

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This Bath could be shipped around the world a 100 times without breaking the Fibre Equalizers

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All foreign orders filled F. O. B. New York City
Foreign Dealers Given Prompt Attention
Write for trade discounts, prices and particulars
THIS IS A HIGH GRADE PRODUCT
The best of its kind

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Successors to Stone Press Copying Bath Co.

From a User
Barber Milling Co., Minneapolis, Minn.
"We think your Copying Bath and Cloths the best thing we have put into our office during the past few years."
Signed, E. R. BARBER, Pres.

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Made of STEEL— in sectional or in solid form

You put your books in the safe every night with scrupulous regularity for fear of fire—
WHAT'S THE USE?
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No. III.

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A. L. Foster, President.

MANIFOLD SUPPLIES CO.

55 WARREN ST., N. Y. C.

TYPEWRITER NEWS.—Continued.

the Caligraph. He has been with this company ever since with the exception of about three years when he was associated with the United Typewriter Supply Co. On their dissolution he went back with the old company as assistant manager at the New York branch office. Mr. Black is energetic and active, and possesses a personality which makes him many friends. There is no doubt he will make a great success of his new position, and he has the hearty wishes of all his friends.

New Orleans, La.

(By Our Special Correspondent.)

Henry Schroder, a veteran typewriter man, died at his home in this city July 21st, at 10 o'clock p. m., with consumption.

For a great many years past and until about a year ago, Mr. Schroder has been connected with the typewriter business in this city, working for Dearborn & Warfield, John C. Hyman and others. For the past year his health has been failing and although repeatedly told that he would be benefited by a change of climate, he always said that he knew that he would not last long, but he preferred to stay among his associates until the end came. His loss is mourned by a large circle of friends.

* * *

For several months past the Remington repair department has been unable to keep up with their work but during the past month two repairers have been added to their regular force and now they seem to be in a better position to attend to this important branch of the typewriter business. These men are graduates of the repair school of the Remington office in New York.

* * *

Mr. Thomas King has resigned his position as foreman of the Remington repair department and one of the new men has been appointed in his place.

* * *

The Gennisson Typewriter Exchange is the firm name of a new typewriter office with headquarters in the Hicks building. The Office Appliance representative has made several calls to this office but as yet has not been able to see Mr. Gennisson, the proprietor. Although a local man he appears to be a stranger to all the city typewriter agencies and the writer's knowledge he has not heretofore been connected with any typewriter concern. Mr. Gennisson is starting in on a very small scale but we trust ere long we will find this another representative typewriter office.

* * *

John C. Hyman, the Smith Visible agent, reports that a week of July was the best week of the summer and that the country business still shows up good. We are glad to hear this from Mr. Hyman for most of the managers and salesmen say that business has been pretty bad for the past two months with at least one more summer month ahead. There seems too great competition in the country and all the companies are hard after the business and all trying to stretch their allowance to meet competition. Even some of the old tried companies that heretofore have kept strict to their price are making big cuts to keep up their showing during the dull months. This makes the strife all the harder and some of the typewriter men are certainly making their money this summer by "the sweat of their brow."

* * *

Pedestrians on Canal street the other night were treated to an exhibition that, as some one remarked, was well worth the admission. Two prominent typewriter men met, words were passed, threats were made, followed by blows from both sides. Curious as people always are when anything like this happens on the main street, a large crowd soon gathered and we all anxiously awaited results. It was just becoming interesting when who should step in and interrupt the affair but Mr. "A," the cop, with his associate, Bluecoat. Mr. "B" and "C" (the typewriter men) were under arrest (for shame). Mr. "C" became very indignant and showed his willingness to finish the combat with Mr. "A" Bluecoat, and expressed to him in very choice language regarding cash on hand, weapons, pull with city officials, etc., etc., etc. Mr. "A" Bluecoat immediately began search for these evidences while the patrol was being ordered to the scene, but he was very much disappointed when only a small penknife and a dime was found on his person. Mr. "B" during this time was a trifle too scared and a little too awed of the Bluecoats to say or do anything but wait for developments. Several hundred people had collected by this time (composed of typewriter users and buyers and reporters), and Mr. "B" was more than anxious for the arrival of the wagon to get him out of the gaze of the crowd. The ride to the jail was a long one and every minute inside was hours to them. Mr. "B" and "C" were placed in the same cell (with several thousand smaller occupants) and they soon kissed and made up, and both sorry, they worked their wits for a speedy release, which they got. With their good record in the city the police court scene the next morning was soon over and two wiser and happier men left for their respective typewriter offices. These two prominent typewriter salesmen both sell the best typewriter on the market and there being such a demand for both makes that sometimes one or the other makes a mistake and gets in first, but from the experience they have had they will not do it again.

* * *

H. A. Underwood, sales manager for the Fox Typewriter Co., was a business caller in town the past month. The Fox Typewriter for some time

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NIAGARA "PIN-KAP"
A Protector to Cover the sharp points of Pin Tickets

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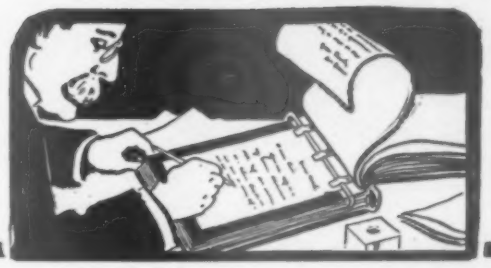

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"Republic" Carbon Paper and Typewriter Ribbons

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180-182 Centre Street, NEW YORK, N. Y.

TYPEWRITER NEWS.—Continued.

past has been handled by the Labarre Binder and File Co., but as they are not in a position to properly handle a typewriter proposition they concluded to give it up to some one who could sell the machine and give it the proper attention that it deserves. For this reason Mr. Underwood made this city a visit and after looking over the situation very carefully finally persuaded the Southern Typewriter Exchange to take the state agency for the Fox machines and the Fox line of supplies. This firm is in a position to push this machine, and with the many good points that the Fox has in both their blind and visible writers the Southern Typewriter Exchange have certainly added a very good proposition to their already large business. This firm, we understand, will move into larger quarters the first of October, as their business has increased to such an extent that they have outgrown their present office.

* * *

Mr. D. M. McCallum, formerly from Binghamton, N. Y., is at present employed by Hansell & Co., Ltd. This firm carries a large line of books, stationery, furniture, etc. Mr. McCallum has charge of the furniture line and is more than making good. He has had considerable experience in this line before and his pleasing manner and good salesmanship, together with his ability to handle this branch of the trade, is fast building up this part of the business for the firm he is with.

* * *

Tonopah, Nev.

Benjamin Rotholtz, representative of the Underwood Typewriter Co. in this city, was recently in New York on a visit. He was also in attendance at the Elks' Carnival in Philadelphia.

* * *

Washington, D. C.

James A. Bailey, assistant manager of the Underwood Typewriter Co. in this city, was married on the 26th of June to Miss Mabel Elliott of the same city.

* * *

New Haven, Conn.

(By Our Special Correspondent.)

A. J. Jones, of the Remington Company, this city, carried off the first prize, offered by that company for increased business. In view of the fact that Mr. Jones has not been selling typewriters very long, adds more honor to the occasion.

* * *

R. E. Holbrook, formerly of the Underwood force, has accepted a position with the L. C. Smith & Bros Co., and reports great results.

* * *

Bennington Smith, local salesman for the Smith Premier Co. of this city, is wearing a broad smile these days, and receiving the congratulations of his friends. He says he has not named the newcomer, as yet.

* * *

W. H. Barnes, of the Remington Co., has just returned from a two weeks' trip to Jamestown. Business must be well with Brother Barnes.

* * *

Paul M. Welsh, also of above company, attended the Annual Field Day, held at the Remington Company's factory, Ilion, N. Y. He says the events were above the standard, and reports a fine trip.

* * *

J. J. Shea, of the New Haven Typewriter Exchange, is broadening out, and now conducts a retail store in connection with his typewriter interests. He says business was never better with him.

* * *

The Remington Company is noted for its fine window exhibits in this city. At the present time they have a Bromide enlargement of their selling force in India, which is attracting considerable attention. They recently had a beautiful oil painting of a street scene in Birmah, which the newspapers commented on as a work of great art.

* * *

Mr. Stubblebein, of the L. C. Smith Bros. Co., says business in their Connecticut office is constantly increasing, far beyond their wildest hopes, and is now on the lookout for a larger office. He says some of the larger companies are getting into line, and have placed orders for their machines which will keep them hustling at their factory for some time to come.

Norristown, Pa.

T. J. Baker, the energetic local agent for the Oliver Typewriter Co. at Norristown, has completely recovered from his recent illness and is again planting Olivers.

His latest deal was with an insane asylum where all the inmates are crazy over the machine.

Philadelphia, Pa.

(By Our Special Correspondent.)

Ben Moninger, connected with the Oliver Typewriter Co. here, made a window display for that company which attracted considerable attention along about the 4th of July. The display consisted of an Oliver machine suspended in midair, in a circle of red, with an American flag thrown over the keyboard, and underneath the machine was the declaration: "Covered with Glory in the business world. A revolution in typewriter construction"

* * *

E. D. Vogel, connected with the Oliver Typewriter at Easton, Pa., has produced a magnificent book of photographs consisting of views of Lafayette College.

* * *

The Philadelphia branch of the "Red Circle Club" (Oliver) held a celebration on June 20th, when they had a dinner and elected officers. P. J. Ritter was elected President, E. V. Gaun, secretary, and Wm. N. Cashin, treasurer.

During the meal one of the party mistook the sherbet as an indication that the last course had been reached, and as his belt had seven or eight notches therein which had not yet been touched, he became anxious; however, we are told that he was later allowed to expand about six notches.

* * *

C. H. Laird, of the country sales force of the Oliver Co. has taken upon himself a wife—a June bride. Likewise, the June wedding of local agent Clarence Oliver Grander, to Miss S. E. VonHook is announced. "Grander things are promised than are dreamed of in your lair."

Parkersburg, W. Va.

Elletsen-Carver Company of this city are now handling the new Fox visible typewriter for this territory. They have been handling typewriters for a long time and are well capable of making a good showing in this field.

Paducah, Ky.

H. C. Hoover of this city, who has been connected with the Remington Typewriter Co. for several years, will return to Paducah in a short time. Until two months ago Mr. Hoover had charge of the company's business here, until he was transferred to Memphis. Mr. Hoover resigned his position in Memphis and a transfer was arranged for through the New York office that he return to Paducah and have charge of the local agency.

Pittsburg, Pa.

(By Our Special Correspondent.)

Following an unprecedented business for the month of June, a very charming little banquet was given in the green room of the Fort Pitt hotel Friday, July 12th, by the Pittsburg branch of the L. C. Smith & Bros. Typewriter Co. Covers were laid for 34, those in attendance being: Mr. and Mrs. E. N. Price, Mr. and Mrs. Frank B. Dix, Mr. and Mrs. Chas. D. Finney, Mr. and Mrs. W. D. O'Neil, Mr. and Mrs. Albert Glickley, Mr. and Mrs. J. Bierma, Miss Youngs, Miss Campbell, Miss Jones, Miss Sullivan, Miss Williams, Messrs. F. B. Cutter, A. G. Derr, P. P. Trump, Chas. A. Johnson, H. E. Hafner, W. J. Clawson, P. D. Snow, W. P. Dearth, H. C. Bailey, G. W. Kemple, Jr., B. Franklin, Howard Gassaway, Howard Nesbit, Theodore Born, D. Whittingham, Howard Billiter.

Mr. Frank B. Dix acted as toastmaster. Vocal and instrumental selections were rendered by Mr. Theodore Born and Mr. and Mrs. Jack Bierma.

Manager Price spoke of the success which attended the June contest for largest number of sales, the prize for best record being awarded to Mr. W. D. O'Neil, who led the organization with 73 sales. In his general talk on the various stages of a sale of L. C. Smith & Bros. typewriter, Mr. Price tactfully dwelt upon the abuses of the "Expense Account," the ravages of "Bad Accounts," and the effect of tardiness in handling the details connected with an order.

Some of the men were much chagrined to be called upon for a few remarks, but Toastmaster Dix spared no one in his canvass for a "speech." The terseness and dissimilarity of these little talks added much to the merriment of the evening. Some took refuge in verse, others gave good imitations of amusing dialogues, while not a few gave variable tales of the road. Several good songs and a farewell by the sextette composed of members of the organization, and three rousing cheers for Manager E. N. Price, concluded a very successful little dinner.

Richmond, Va.

(By Our Special Correspondent.)

J. W. Coy, formerly manager for the Underwood Company in Richmond is now in a similar position acting for the Royal Typewriter Co. in the same city.

* * *

Owing to illness of his wife, J. A. Watson, formerly manager in Richmond for the Royal Company has been transferred to Philadelphia as a special representative of the company.

* * *

Arthur Lyan of High Point has patented a roll-top cabinet and will probably establish a factory here for its manufacture.

St. Louis, Mo.

Thomas W. Symonds, formerly of the Underwood Typewriter Co. at St. Louis will do special work at Chicago for the Royal Typewriter Company.

Santa Fe, N. M.

Articles of incorporation have been filed with the Territorial Secretary of New Mexico for the L. C. Smith & Brothers Typewriter Company, with place of business at Santa Fe. The capital stock is $5,000.

Salt Lake City, Utah.

L. C. Smith & Brothers Typewriter Company has been given a state license for Utah.

* * *

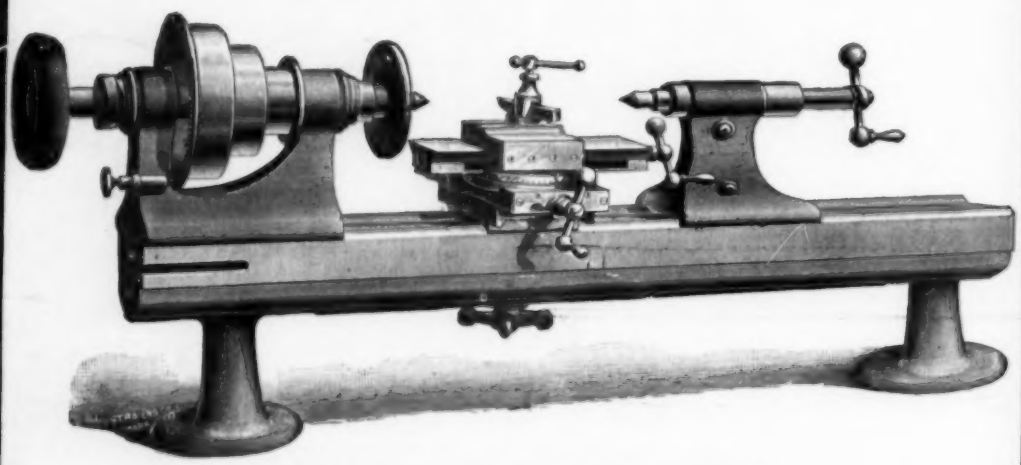
The Breeden Office Supply Co. of this city filed with the county clerk an amendment to its articles of incorporation, increasing its capital stock

Reduce Shop Cost

AND IMPROVE YOUR PRODUCT

BY USING

Modern Precision Machinery



No. 5 LATHE WITH COMPOUND SLIDE REST

(7 IN. SWING; 12 IN. OR 18 IN. BETWEEN CENTERS)

BENCH DRILL PRESSES
BENCH TAPPING MACHINES
BENCH MILLING MACHINES

AUTOMATIC GEAR CUTTERS
AUTOMATIC PINION CUTTERS
AUTOMATIC RACK CUTTERS

Sub-Press Dies and Special Tools

FOR THE MANUFACTURE OF

Typewriters, Adding Machines, Etc.

SLOAN & CHACE MFG. CO., LTD.

NEWARK, N. J.

TYPEWRITER NEWS.—Continued.

from $10,000 to $35,000, divided into shares of the par value of $10 each. There are 1,500 shares of preferred stock, with a guaranteed dividend of 8 per cent and 2,000 shares of common stock.

St. Paul, Minn.

Brown, Treacy & Sperry are the general local agents for the Oliver Typewriter Company and are deriving quite a benefit from the sale of this machine.

* * *

William J. Bennett, resident manager for the Remington Typewriter Co., with offices at 94 East Fourth street, St. Paul, was a visitor at the convention of the National Association of Stationers and Manufacturers. Mr. Bennett holds the Remington business very strong for his company, and with credit to himself. Previously to his taking the management of the office, he was a city salesman, so that his connections here are very strong, resulting in his company retaining much business that might have reverted to other channels.

* * *

Possibly the nicest office in the typewriter string at St. Paul, is possessed by the Smith Premier Typewriter Company, directly opposite the Hotel Ryan. Joseph H. Speedy is the popular manager and reports that his company secures considerable business from St. Paul and surrounding country.

* * *

Thanks must be extended to the Underwood Typewriter Company for the loan of a machine during the stay of our editorial representative at St. Paul.

Syracuse, N. Y.

Raymond S. Bradner, salesman for the Smith Premier Typewriter Co., has brought suit against Theodore D. Palmer for $1,000 for being kicked out of Mr. Palmer's office in the White Memorial building on June 28th, when he entered on business for his employer.

* * *

Alex. T. Brown, vice-president of the Smith-Premier Typewriter Co., was elected recently a director in the Clere Clothing Co., a local concern.

* * *

A. T. Gilbert, W. H. Newsome, W. Dunn, E. E. Batty and E. S. Sutcliff of the firm of Newsome & Gilbert, Limited, of Toronto, Canada, spent a few days at the factory of the L. C. Smith & Brothers Typewriter Co., for whom they are agents in Canada. They reported that business conditions in Toronto and Canada at large to be very satisfactory.

Sycamore, Ill.

The Remington Typewriter Co. have placed their supplies for sale in the Davis Sisters' Book Store here.

Tacoma, Wash.

Darrow & Baker of this city have recently taken on the agency for the Fox typewriter and are very enthusiastic over the prospects for its sale. The firm has been actively pushing the sale of writing machines for a number of years and are well fitted to make a very successful agency.

Tampa, Fla.

D. F. Owen, proprietor of the Fox Typewriter Agency here, spent a few days at his home in Georgia, but has returned for an active fall campaign.

Vancouver, B. C.

The Thompson Stationery Company here have recently taken over the agency for the Fox typewriter for the city of Vancouver, and are in an excellent position to give this machine a good agency.

Wilkes-Barre, Pa.

H. W. Oberrender, known among his Oliver brothers as "the human dynamo," is doing splendid work in this territory for the Oliver company, and from reports "has all his competitors on the run, and they'll soon be out of sight altogether." Whether this means that he is chasing them with "a big stick," or whether the competitors have the orders and he is chasing them trying to secure same, we do not know.

Woodstock, Ill.

Whether we say Woodstock, Ill., where the Oliver typewriter is manufactured, or Woodstock, Canada, it makes no difference—buth places are well known to the Oliver company, for, singular enough, the inventor of the Oliver machine is now living at Woodstock, Canada.

Youngstown, O.

Dwight Henderson has accepted a position with the Oliver Typewriter Company as salesman. Mr. Henderson was formerly with the Youngstown Sheet & Tube Co. Being a good mixer and understanding mechanics, he should prove valuable to his new company.

Chicago, Ill.

Geo. F. Parker, formerly city floor manager for the Underwood Typewriter Company, is now with the Royal Typewriter Co. at Chicago doing special work.

* * *

Messrs. Merrihew & Knappen, operating the Kalamazoo Typewriter Exchange, have disposed of their interests in that concern and are now engaged with the Royal Typewriter Co., at Chicago.

Des Moines, Ia.

Thos. W. Simmonds is one of the latest recruits to the Royal Company, taking up the management for that machine in Des Moines.

ONLY PRETTY GIRLS GO.

Des Moines Business Men Want the Kind That Can Work Fast and Accurately; But They Must Possess a Certain Degree of Pulchritude to Be in the Money.

Every city furnishes its interesting idea regarding stenographers and women wage earners. Down in New York they are putting attractive young misses on the ferry boats to take dictation when business men find the ferries stuck or slow getting across from the Jersey side.

Some cities show a majority of blondes in demand, while in other cities blondes are forsworn entirely by employers. The ideas of business men vary, but it is a tradition as old as the fact of women seeking employment and working for wages, that the wives of business men prefer that their husbands employ only elderly or excruciatingly plain girls to take their dictation and look after the office work.

Out in Des Moines, Iowa, it is different. It seems that the men in the Iowa capital have either managed to bluff or educate their wives to the belief that ugly girls or those who have reached an age where they care less for clothes than they do for getting their work out well and quickly, are not as good workers as the blushing, fluffy-haired, bright-eyed, well-dressed young misses who are long on looks. While some typewriter men say that a girl to be a successful clerk or stenographer must be short on looks, Des Moines business men do not believe this and have reversed the old time ruling. To be long on looks is the best recommendation a young lady can have in Des Moines if she wants a good job and wants it quickly and permanently.

"Every business man who telephones us for a stenographer makes a stipulation that she must be pretty," said the head of one of the business schools of Des Moines recently.

"The idea that men want girls who are good business women is all right. They do want smart, capable girls who can do their work well, it is true. But they all want the girl to be attractive as well..

"In fact it has come to such a pass that when a homely, unattractive girl walks into our office I know right away that it will be an almost hopeless task to find her a job. The men think they might just as well have a good business woman who is attractive as a good business woman who is unprepossessing.

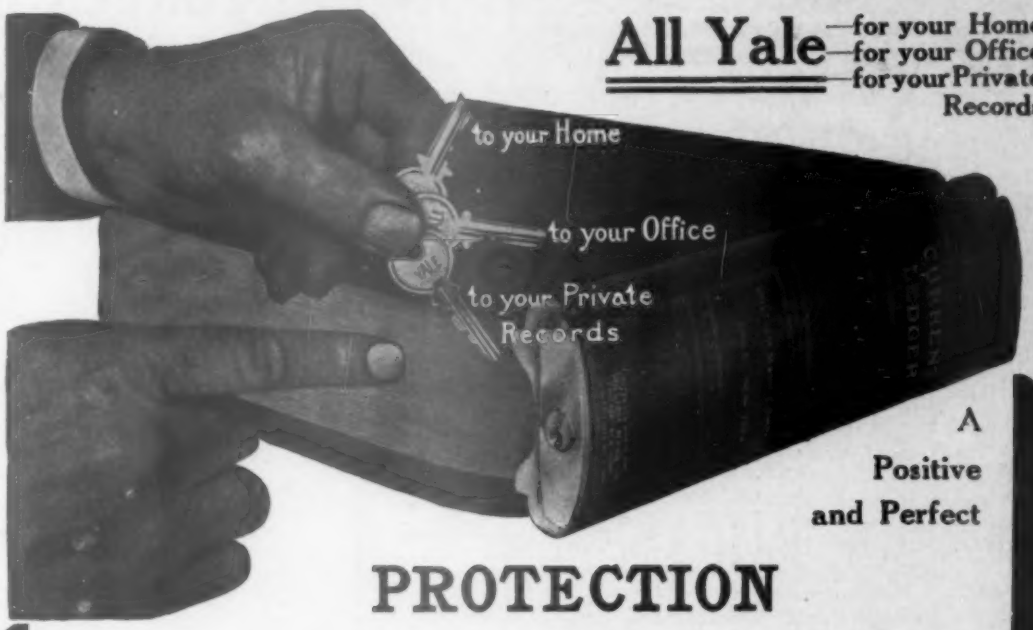
"We had one girl come in our school to learn short hand and stenography. She was rapid and proficient, but she wore her hair in a peculiar way and she was, to say the least, plain looking. When she became proficient I sent her out to take a position with a law firm. In a few days she came back. One of the lawyers called me up on the phone.

"'For heaven's sake,' said he, 'send me a girl who won't look at me in such a critical, disapproving way and one who smiles occasionally. Yes, of course, her work is all right, but I'd rather have a girl who leaves out a few commas and misspells a word occasionally if she only smiles once in awhile and wears her hair in a becoming fashion.'"

The reason that the National Business Shows have proven so successful and beneficial to both manufacturers and dealers is that this is the one great opportunity they have of getting together on a basis never before possible. Neither can afford to stay away for the ideas and friends gained are worth a great many dollars to both.

THREE KEYS OF A KIND

All Yale—for your Home
—for your Office
—for your Private Records



A **Positive and Perfect**

PROTECTION

Mann **LEDGERS may be fitted with YALE TUMBLER LOCKS, insuring absolute security. Binders open and close with ONE KEY.** :: :: :: ::

Records that are worth making are worth protecting, and the Mann System of Record Insurance appeals to the business man with the same force that Yale Lock Protection appeals to him for his house or office protection. From start to finish—all along the line—the best workmanship, the best material, the best result is seen in the

MANN LOOSE LEAF OUTFIT

which consists of a

Mann Ledger (with or without Yale Lock) **Mann Transfer Binder Spring Holder and Deprima Flat Opening Leaf**

The actuating mechanisms are simple and strong, and there is no loose leaf outfit made which compares with it from the viewpoint of perfection.

TO THE TRADE

We desire to create an EXCLUSIVE AGENCY in each city. HERE is your opportunity to **minimize** loose leaf **competition.** While there are other loose leaf lines—there is ONLY ONE LIKE THE MANN LINE, and

THE MANN LINE IS THAT ONE

We are Owners and Manufacturers of LESLIE BINDERS and LEAVES

WILLIAM MANN COMPANY

Blank Book Makers, Stationers, Printers and Lithographers
Manufacturers of Copying Books and Papers and Loose Leaf Devices

529 Market Street, Philadelphia

105 Chambers Street, New York

The ADDING MACHINE

Atlanta, Ga.

Mr. and Mrs. C. I. Walker, Jr., attended the Burroughs convention in Detroit. Mr. Walker is connected with the local office of that company.

Cleveland, O.

Herman Poesche, sales manager for the Universal Adding Machine Co., in Ohio, has moved his office from the Citizens' Bank Building, of Cleveland, to 1006 Prospect Ave., where he now has a ground floor location. Mr. Poesche, with the Universal, shares this ground floor space with the Monarch Typewriter Company, and his new place of business is directly opposite the Elliott-Fisher Company's offices. The new office allows Mr. Poesche to enjoy excellent window advantages.

L. P. Robitoy, formerly with the Underwood Typewriter Company, has accepted a position with the Universal Adding Machine Company, and is connected with their Cleveland office at 1006 Prospect Avenue.

Chicago, Ills.

Possibly the most important change is the resignation of R. E. Spangler as agent for the Universal Adding Machine Company from their Chicago office, and his connecting with the McCaskey Electric Calculator Company, who intend to market a very clever and far reaching mechanical calculator, which will add, subtract, multiply and divide with wonderful accuracy and astonishing speed. A description of this machine is looked for very shortly and we hope to show our readers what has been developed along these lines.

* * *

L. E. N. Ogle left the Burroughs Adding Machine Co. to go with the Comtograph Company and from recent reports has doubled his previous records.

* * *

Mr. Gregory formerly with the Burroughs Adding Machine Company has joined the Billing Machine Department of the Smith Premier Typewriter Co., and controls the State of Minnesota.

* * *

J. E. Windsor, formerly with the Smith Premier Typewriter Co., and later with the National Cash Register Co., and of the Burroughs Adding Machine Co., has left the last named firm and returns to the N. C. R.

* * *

E. S. Hughes, formerly of St. Louis, and recently of the Burroughs Co., in Chicago, has gone into the patent window sash business for himself.

* * *

During the month of July the publishers had the pleasure of witnessing a demonstration of the "Dalton" Adding Machine, made by the Adding Typewriter Company of Poplar Bluff, Mo. The machine certainly contains some interesting features which we hope to soon display to our readers.

Columbus, O.

As indicated elsewhere, August Schneider, a machinist of this city who has been working for years on an adding machine, died at his home recently at the age of 38 years, just as

35 Languages on One Machine

HAMMOND TYPEWRITER

THE NEW No. 12 VISIBLES 1907 MODEL.

Every Character in Sight all the Time.

VISIBILITY SIMPLICITY DURABILITY

This instrument has all of the very latest improvements including:

POLYCHROME ATTACHMENT TO WRITE IN COLORS.
PERFECT ALIGNMENT. UNIFORM IMPRESSION.

OVER ONE HUNDRED STYLES OF TYPE.

THE ONLY POLYGLOT. THE BEST MANIFOLDER.

The Hammond Typewriter Company

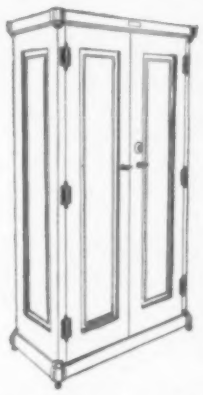
Factory and General Offices,

69th to 70th Streets and East River, NEW YORK, N. Y.

SECURITY AGAINST FIRE, THEFT, AND DUST. A SAFE PLACE FOR EVERYTHING

FOR UNIVERSAL USE

"THE DICK"
STEEL
SAFE-CABINET



The latest, the safest, the most convenient and the least expensive office cabinet.

Made entirely of steel and fireproof material.
Nearly as light as wood and not much more costly.

SPECIFICATIONS

	(Clear Inner Dimensions) Depth	Width	Height	Approx. Weight*		(Clear Inner Dimensions) Depth	Width	Height	Approx. Weight*
No. 1	12 in.	28 in.	58 in.	225 lbs.	No. 3	18 in.	28 in.	58 in.	300 lbs.
No. 2	15 in.	28 in.	58 in.	265 lbs.	No. 4	24 in.	28 in.	58 in.	340 lbs.

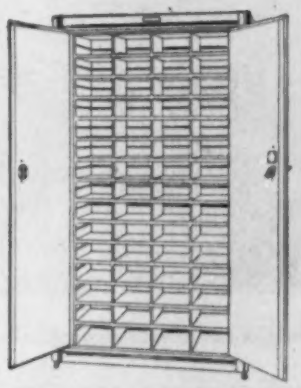
Exterior Dimensions 8 inches more each way. *Weight of shipping crate 100 to 150 lbs.

Shelves and Partitions Adaptable to Any Requirement

DEALERS write for prospectus and terms to

THE SAFE-CABINET COMPANY

ERIC WILDER, Superintendent of Agencies CINCINNATI, OHIO



A compact, adjustable receptacle. Contents always ready for use when opened, always protected when closed.

ADDING MACHINE NEWS.—Continued.

a representative of a large manufacturing concern was about to close a contract with him for his device.

Chattanooga, Tenn.

G. C. Krause and M. B. Harker have organized the Chattanooga Typewriter Exchange here. Mr. Krause is the regular mechanical expert for the Burroughs Company and also acts as mechanic for the N. C. R.

Cincinnati, O.

Mr. Curry, the assistant to the Comptroller of the Cincinnati Traction Company, has just been appointed Ohio State Agent for the Millionaire Adding and Calculating Machine. He has headquarters in room 809 Traction Building and records show that he has sold about thirty of these machines since he has taken on the agency, and one order from a large railroad amounted to $2,000. This machine is made in Switzerland, with the American agency in the hands of G. A. Morschauser, 1 Madison Ave., New York City.

* * *

The Universal Adding Machine Company has removed its offices to West Fourth Street, directly opposite the Oliver Typewriter Co. The Cincinnati office is no longer a part of the Cleveland branch, but is under the management of Mr. Wheeler. He has two salesmen and have been doing a rushing business for some time.

ADDING MACHINE NEWS.—Continued.

The National Adding Machine Co. has just located here in the Johnson Building.

* * *

It is generally reported among the adding machine men of this city that the business has never been better, as this section of the country is now so prosperous that all the large firms who have not yet purchased adding machines are now willing to have them explained and shown that they can be used in their business.

* * *

The Universal Adding Machine Co. is going to put up a large electric sign following the idea adopted by the various typewriter concerns of this city.

Detroit, Mich.

The Burroughs Adding Machine Co. has built a platform on their property for use of the Burroughs Band. On Thursday, July 16th, the first concert was given and to say that it made a hit is putting it mildly as over 2,000 of the Northenders enjoyed about two hours of delightful music. If the Burroughs Band put up the same brand of music at their future concerts that they did on the 18th, the public band will have to look to their laurels.

Los Angeles, Calif.

Niel S. Duckels is representing the Pike Adding Machine Co., in this territory and is

ADDING MACHINE NEWS.—Continued.

doing a nice business for them. He has recently moved to 836 S. Spring St., and has fitted up exceedingly nice offices. Mr. Duckels is a bright, energetic young man and is building up a good business for the Pike in this territory.

* * *

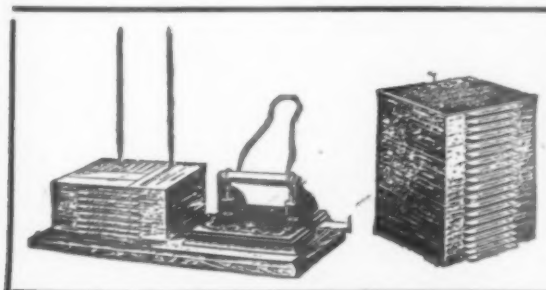
The Office Equipment Company are general agents for the Universal Adding Machine Company. They are hiring a special salesman to push this machine and expect to do a good business with it.

* * *

The Burroughs Adding Machine Co. have recently moved into very nice offices at 329 West 4th St. Their ever increasing business necessitates their moving. Mr. Hazzard, the manager, is a very active man and certainly gets his share of the business.

Milwaukee, Wis.

Thirty-three adding machines, claimed by the Adder Machine Co., of Wilkes-Barre, Pa., were seized under a writ of replevin from W. R. Elwell, local manager for the company and taken to the sheriff's office. The company sued out the writ, alleging that it had made demand on Elwell for the machines but that he had refused to deliver them. It is said that the company wishes to depose Elwell as an agent, but that he refuses to give up the position. He will be required to furnish a



WELTY'S DEPOSIT SLIP FILE AND BINDER

This is the most popular file used by banks to-day. Simple in construction, and easy to operate. Built of the best material. Every new bank, as well as those who do not have it, will buy. We have an unusual offer to make to Stationers and Dealers selling to Banks. Write for descriptive circular and prices to Jobbers and Dealers.

THE WILLIAM A. WELTY CO., Manufacturers
HEAD OFFICE AND FACTORY, WATERLOO, IOWA
CHICAGO OFFICE, 702 Marquette Building CHICAGO, ILL., U. S. A.

CRANE BROS. WESTFIELD, MASS. LINEN PAPERS

Manufacturers of

"GOLD MEDAL" LINEN LEDGER
"JAPANESE LINEN"
"WARRANTED ALL LINEN"
WRITING PAPERS

Papers from these Mills are the best made for Blank Books, County and State Records, Typewriters, Correspondence, Drafts, Checks, etc.

Each Sheet has Watermarks of the Japanese Crane

FREE SAMPLES TO DEALERS OF OUR LINE OF TYPEWRITER PAPERS—Write for them

Typewriter Ribbons

"CROWN" AND "GLOBE" BRANDS

Strictly high-grade ribbons. Materials and colors are the best obtainable.

CARBON PAPER

"CROWN," "GLOBE" and "PIONEER" brands, with medium, extra hard and soft surfaces respectively. Will make more and better, clearer and sharper copies than any other carbon paper on the market. All of the highest quality, remarkably durable and suitable for use in any climate. Sold at prices which, considering the quality, make them the best Ribbons and Carbons on the market. We want Agents and will make Special Prices and Discounts for Export Trade. Write for catalogues and information.

The Crown Ribbon and Carbon Mfg. Co., ROCHESTER, N.Y. U. S. A.

One of our good sellers

The best value for the money

Keller's Crystal Paste Jar

All glass, no tin to corrode, no cap to unscrew, just raise the cover and paste is ready for use.

The Robert Keller Ink Company

Mfrs. of Keller's Inks, Mucilage Paste and Sealing Wax

DETROIT, MICH.

ADDING MACHINE NEWS.—Continued.

$20,000 bond before he can regain possession of the machines.

Wilkes-Barre, Pa.

The Adder Machine Company are considering plans for the enlargement of their factory here (Kingston). An office will be built first, then an addition to the factory.

Boston.

H. K. Lansing of the Pike adding machine and manager of the eastern office for Mr. Manny at Boston, is at present working the western part of New York state, with headquarters at his old home, Rochester.

Chicago, Ill.

E. S. Hughes, formerly of the Burroughs Adding Machine Company of St. Louis and recently of the Chicago office, reports a very successful business in his new venture, the Twentieth Century Window Company, located at 153 La Salle street.

* * *

George Stulting, but recently of the Chicago office of the Burroughs Adding Machine Company, is making a good start with Mr. T. W. White, Jr., now of Baltimore, Md., for the Burroughs Adding Machine Company.

* * *

Harley K. Scott, formerly of the Chicago office of the Burroughs Adding Machine Com-

ADDING MACHINE NEWS.—Continued.

pany, has again returned to the same company in New York City.

* * *

George F. Farrah, recently of the Chicago office of the Burroughs Adding Machine Company, is doing well in his new venture, automobiles.

* * *

L. E. Ogle, recently with the Burroughs Adding Machine Company and now with the Comptograph, has closed some splendid deals.

* * *

J. B. Padfield, recently of the Chicago office, has again returned to St. Louis with the Burroughs Adding Machine Company of that city.

* * *

Heath Gregory, recently of the Burroughs Adding Machine Company of Chicago, has assumed charge of the entire state of Minnesota for the Smith Premier Typewriter Company on their billing machines.

* * *

Wayne P. Bissell, who just severed connection with the Burroughs Adding Machine Company of Chicago, has already taken up work on the Dorr E. Felts invention, the wonderful comptograph, being associated with another ex-Burroughs man, E. A. Banschbach, who is now sales manager for the Comptograph Company.

* * *

Mr. Baynon, recently chief mechanical man for the Chicago office of the Universal Adding Machine Company, has already severed his connection with the Chicago office of the Burroughs Adding Machine Company.

* * *

W. W. Wilson, formerly of the Burroughs Adding Machine Company of Chicago and later salesman for the Universal Adding Machine Company of Chicago, has been promoted to the position of sales manager for the Universal Adding Machine Company.

* * *

Mr. Montgomery, recently with the Laclede Gas Light Company of St. Louis has taken out the Chicago agency for the Universal Adding Machine Company.

* * *

The Chicago sales office of the Comptograph Company, E. A. Banschbach in charge, reports a good business and now has six active and aggressive salesmen earnestly at work and the increase in comptograph sales has already begun.

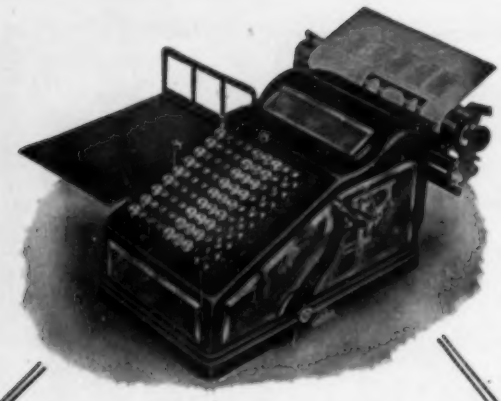
* * *

Mr. Thompson, formerly Chicago agent of the Standard Adding Machine Company, has accepted a position in New York City with the same company.

Louisville, Ky.

Mr. Fred Manget, salesmanager for the Burroughs, offered a prize of $25 for the clerk in any of the Louisville banks who could list and add correctly, in the shortest length of time, 500 ordinary bank checks. He also offered a prize of $15 for the second and $5 for the third. There were twelve contestants, representing all of the Louisville banks. The first prize was won by Mr. T. D. Clines of the Commercial Bank and Trust Company, second by Mr. Stith and third by Mr. Mooney, both of the First National Bank. It might be said that the First National Bank carried off all the honors, as Mr. Clines was connected with that institution until recently.

The boys did not break the world's record, but they made exceptionally good time, considering this was the first contest of its kind ever held in this city.



The Wales Visible Adding Machine

Embodies all that is Essential and Desirable in an Adding Machine

Its simplicity, ease of operation, flexible key-board, visible printing, visible totals, speed and accuracy make it a prime favorite with the operator.

Its superior mechanical features which add life to the machine and reduce its cost of maintainance to the minimum, make it a favorite with the purchaser.

It is Neither Something New Nor An Experiment

Its two years' use in the leading business houses of the United States has demonstrated beyond question its superior worth.

If you have never used a Wales, you cannot appreciate these statements. Once use one, and you will never be satisfied to use any other. If you have any doubts about the matter, try one and be convinced.

CATALOGUE ON APPLICATION

The Adder Machine Company

WILKES-BARRE, PENNA.

The CASH REGISTER

(By Special Correspondence.)

Burlington, Vt.

The inventor of the automatic cashier and discount machine, manufactured by the Yale Wonder Clock Co., of this city, is Charles Eaton Yale, son of C. A. Yale, who is in Colorado Springs, Col., for his health. Mr. Yale, Jr., was recently awarded 21 patents covering his machine. This is one of several machines invented by him.

Boston, Mass.

Stephen M. Wells, formerly connected with a Screw Manufacturing concern of Dayton, Ohio, has accepted the management of the Boston office for the Egry Autographic Register Company.

Mr. Wells, while in Dayton was a member of the Chamber of Commerce, and made many friends, and the Egry Company are particularly fortunate in securing such an able man for their Eastern office.

As manager of the Corbin corporation he developed the business to a great extent and it is well known that his factory was one of the best conducted in the State of Ohio.

Cincinnati, Ohio.

District Agents of the National Cash Register Company, who held their convention here, were enjoying horseback rides under the direction of Physical Instructor Palmer. District Manager High of Boston, was thrown from his mount and seriously injured. His horse stumbled and he was thrown violently to the ground. The animal rolled over on its rider. He will recover.

Chicago, Ills.

The United Cash Register Company of Chicago, has been organized, with H. Aaron as proprietor, and an address at 37 Dearborn street. The company make a specialty of handling registers of all kinds and looking after their repairs and supplies.

The location selected is one of the best in Chicago, being in the new "Office Appliances District," on upper Dearborn street.

* * *

J. E. Windsor, formerly with the Smith Premier Typewriter Co., and lately of the Burroughs Adding Machine Co., has returned to his old firm, the National Cash Register Co., with whom he was formerly engaged.

Chattanooga, Tenn.

G. C. Krause, the local repair agent for the National Cash Register Co., with M. B. Harker, has incorporated the Chattanooga Typewriter Exchange, making a specialty of typewriters, adding machines and cash registers.

Dayton, Ohio.

Hugh Chalmers, Vice President and General Manager of the National Cash Register Company, for some reason not yet stated, has resigned from the N. C. R. Co., and has been succeeded by William Pflaum.

W. F. Bippus, assistant treasurer and an old employe of the company, has been advanced to the treasurership.

New York, N. Y.

The building erected some years ago to house a Cash Register at East Bound Brook, N. J., has been recently rented to a firm making moving picture films.

TYPEWRITER RIBBONS

CARBON PAPERS

I. M. C.

¶ New management, new policy, new machinery, new processes.

¶ Everything new and up-to-date.

¶ Second to none in hard finish varieties of carbon paper.

¶ Prices commensurate with quality.

¶ Pencil and Pen Carbon Papers, all kinds.

¶ Ribbons of all kinds for all typewriters.

¶ Two colored and three colored ribbons a specialty.

¶ Agents wanted everywhere.

¶ Special attention to large consumers.

¶ Price lists, and sample carbon paper, to responsible parties.

¶ Write today—you may forget it tomorrow.

Indeliba Manufacturing Company

Rochester, N. Y.

CASH REGISTER NEWS—Continued.

Wilmington, N. C.

The branch office of the National Cash Register Co., in Wilmington has been opened in Room 23, on the second floor of the Garrell Building. John B. Stronach is in charge as salesman, and M. Geizel is in charge of the repair department. J. E. O'Donnell, the state manager, is also here, and is spending the summer with his family at Wrightsville Beach.

Youngstown, Ohio.

Mr. Appel of this city, representing the National Cash Register Co., has been making some good sales for his machine throughout his territory.

CHALMER'S RESIGNATION.

Had No Connection with the Physical Direcrector, Says Patterson.

The new manager, William Pflaum, assumed charge of the National Cash Register Company to-day and the announcement was made that the present policy of the company would be continued. President J. H. Patterson said that he would devote more time to the plant in the future. W. F. Bippus, assistant treasurer, and an old employe of the company, has been advanced to the treasurership and many other promotions followed all along the line.

President Patterson insists that Physical Director Charles Palmer, the Englishman, who formerly assisted Sandow, and who accompanied Mr. Patterson on a tour around the world, had nothing to do with Manager Hugh Chalmer's retirement. "The reports which have been circulated," he said, "are entirely at variance with the truth and have done him a great injustice. They have also served to inflict an injustice upon the company. Mr. Palmer is an officer of the company, a man of culture and a gentleman."

Director Palmer, who is said to have created consternation in the ranks of those who did not take kindly to his health suggestions when he became a member of the Employment, Discharge and Promotion Committee, denies that he has any unusual power over those in control at the plant. Mr. Chalmers was reported to have been receiving $72,000 a year salary as Vice President of the N. C. R. Co. Although it has been impossible to verify the report, it is said that Senator S. H. West, solicitor; F. L. Ditzler, Sales Manager; Lee Counselman, Executive Secretary and V. E. Minnich, head of the publication department, served notice of withdrawal and were resigning.

INJUNCTION GRANTED WATERMAN CO.

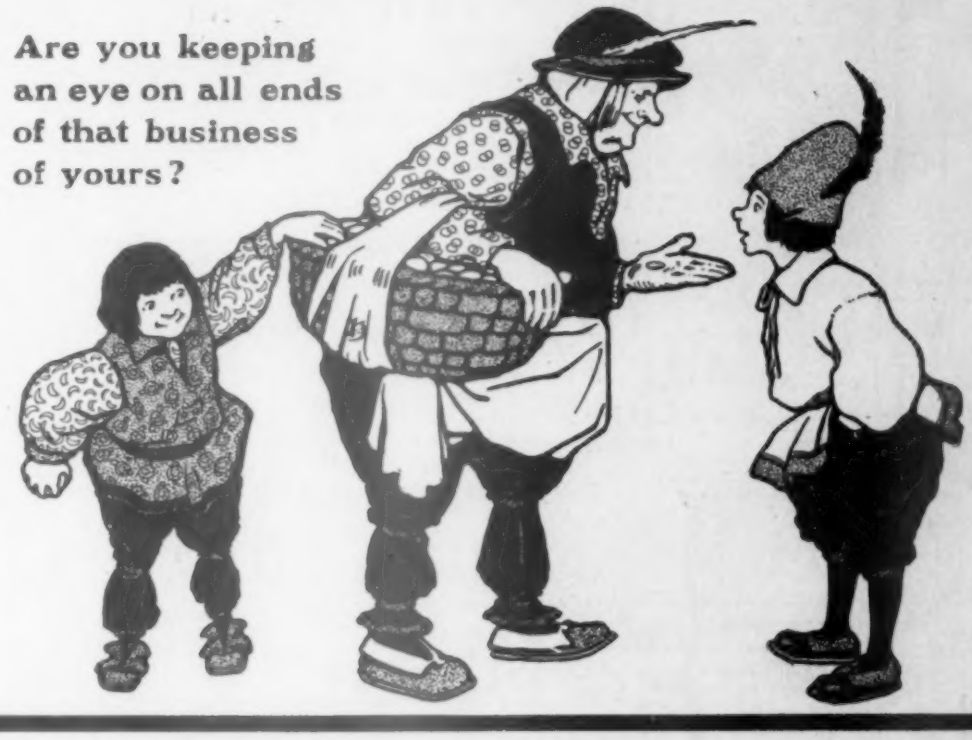
An injunction issued by Judge Hough of the United States Circuit Court, in favor of the L. E. Waterman Company, restrains all others from using the name "Waterman's Ideal Fountain Pen."

Suit was brought by the L. E. Waterman Company against Isaac S. Waterman and Rose Waterman, alleging infringement of their trade-mark, with the result that a temporary injunction was issued.

The right to the use of the name "Waterman's Ideal Fountain Pen" is very valuable. The name is known all over the world as representing a standard article. Vast sums of money have been spent in advertising it.

Advertisers of legitimate products are frequently compelled to get the aid of the courts to protect themselves against imitations and substitutes.

O! MR. DEALER:-



What About the Carbon Paper End?

To get you interested thoroughly

Read this True Business Story:

Once upon a time there was a man who made two things,—wheelbarrows and wind mills. One day a "systematizer" came along and asked permission to examine his business to see if there were not some flaws in it. "No, No" said the manufacturer, "I cleared $63,000.00 last year and my business is all right." The systematizer replied that he would make no charge if he found, on a careful examination, that the business was all right. To this both agreed and the systematizer began his work, which, when completed, developed the fact that the wind mill end of the business had made a clear profit of $77,000.00 while wheelbarrow making had been done at a loss, and to such an extent that the manufacturer had only $63,000.00 instead of $77,000.00, which he would have had, had he not made wheelbarrows at all.

It pays to watch all ends of a business, and that is why we ask you dealers to answer us:

Are you watching the Carbon Paper End?

May be you are paying too much for what you get.

May be you are not getting the line that holds trade.

May be you could make more selling our line.

IT'S WORTH LOOKING INTO A LITTLE.

Let us send you a line of our FREE SAMPLES so you can try and test them out side by side with other brands. Then examine also our prices, and after that,—Send Your First Order,—Start On The Road That Leads To The Meadow of Profit.

Keystone Carbon Paper Manufacturing Co.

Home Office and Factory: FRANKLIN, PENNA.

NEW YORK OFFICE:
26 Broadway
New York

LONDON OFFICE:
8 Long Lane, Aldersgate Street
London, Eng.

"COMPLETUS"

TYPEWRITER CABINETS ARE THE BEST

All you need do is

PULL HERE

and out comes the machine as you see it in the picture below—ready for work. It is a great TIME, SPACE and WORRY SAVER.

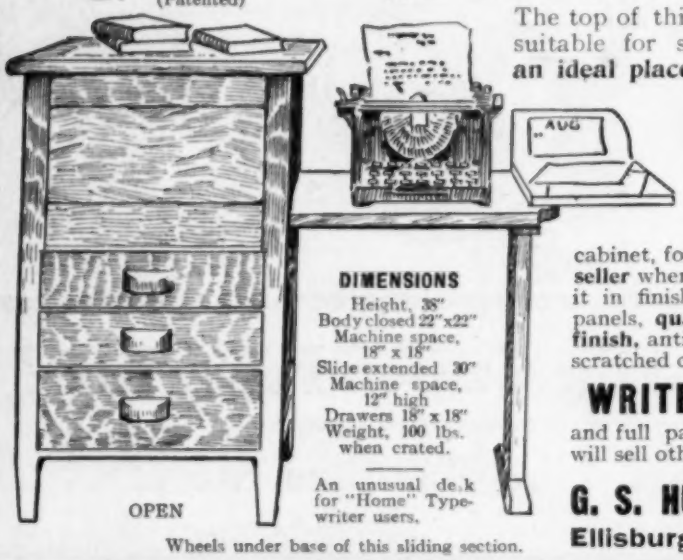
Look at Those Roomy Drawers

all neatly partioned for stationery.

An effective COPY HOLDER

is part and parcel of each cabinet, and makes a splendid talking point in selling.

The top of this desk is a roomy affair—suitable for several letter trays, and **an ideal place for your desk lamp.**



DIMENSIONS
Height, 38"
Body closed 22"x22"
Machine space, 18" x 18"
Slide extended 30"
Machine space, 12" high
Drawers 18" x 18"
Weight, 100 lbs. when crated.

An unusual desk for "Home" Typewriter users.

Wheels under base of this sliding section.

DEALERS

We Want You

to know more about this cabinet, for it has proved **the biggest seller** wherever shown. No cabinet like it in finish, style, etc. Finest figure panels, **quartered oak, wax or satin finish,** antique color—hence, not easily scratched or marred.

WRITE for trade TERMS

and full particulars. Every desk sold will sell others for you.

G. S. HUDSON & SON, Sole Mfrs.
Ellisburgh, New York, U. S. A.

If a chain is no stronger than its weakest link, how much is a fountain pen worth that is of no earthly use without a five cent squirt gun to fill it?

Nowadays the call is for a fountain pen that can be filled instantly—*at any inkwell*—without the aid of a mussy dropper—without having to take the pen apart—without having to use gloves or put on an apron—without having to scrub the hands free of ink. Such a demand is fully met in

Conklin's SELF-FILLING Fountain Pen

"THE PEN WITH THE CRESCENT-FILLER"

Filled instantly—anytime—anywhere—by a simple pressure of thumb on Crescent-Filler. Cleaned the same way with water. Writing qualities unequaled. Flow of ink perfect. Every pen guaranteed. Sold by all best dealers. Look for the Crescent-Filler and avoid substitutes. Handsome new catalogue sent upon request.

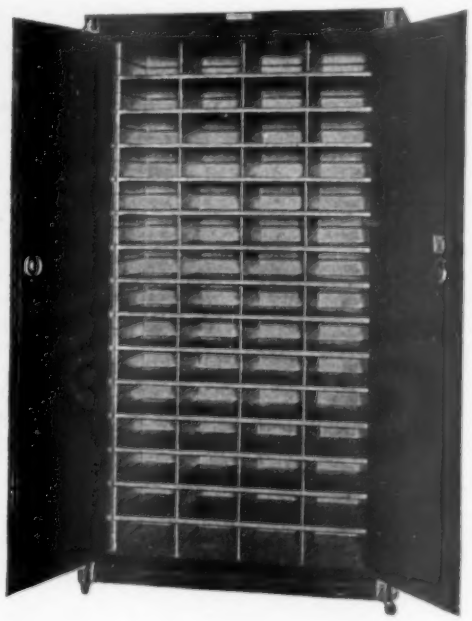
NOTE TO DEALERS:—Draw the trade your way by putting in a stock. Widely advertised. Splendid seller. Attractive advertising matter furnished free to dealers. Write at once for new catalogue just issued and our dealers' proposition.

The Conklin Pen Co., 20 Manhattan Bldg., Toledo, O., U. S. A.

INSURANCE FOR VALUABLE PAPERS.

Appliance Made In Cincinnati Is a Valuable Affair for Any Office Where a Large Number of Valuable Papers Are Kept and Insures Them Against Loss by Fire.

Metal furniture seems to be popular for a great many uses, and for some time past filing devices, tables, partitions and other interior furniture work has been made of steel, but the very things about an office that should be most carefully guarded have been left until the last to receive attention. Papers that cannot be put in letter files or document cases, yet are of great value to the owner, have been a puzzler for quite a while. Lawyers have found that it



has been necessary for them to move their papers from desk to vault and vault to desk every time they have been required, and this had brought about the invention and perfection of a case to take care of the difficulty.

The Safe Cabinet Company of Cincinnati is manufacturing an adjustable interior steel cabinet for general office use known as the "Dick" Steel Cabinet, and it is meeting with a great deal of favor throughout the country. The sales department is under the direction of Eric Wilder, who is pushing it ahead in great shape. The desirability of such a cabinet is easily seen when the merits are taken into consideration and it should prove a good line for appliance dealers to take up.

To-day everything is insurable except the professional or business man's most valuable clerical or literary possessions. Buildings, stock, furniture, the library, and even the owner's life, can be insured, and all these—life excepted—can be duplicated for money, but commercial papers and correspondence, manuscripts, rare collections, valuable miscellany, the written results of arduous study, experiment, and effort, and many other things that money can not replace may remain subject to loss at any hour; hence the conception and construction of the "Dick" Patent Steel Safe Cabinet. It is made entirely of steel and fireproof material, nearly as light as wood, and not much more costly. It possesses fire-resisting power in a very high degree.

It was submitted to a very severe fire test, in which it was heated to a white heat.

COVERS

FOR

Typewriters
Adding Machines
Etc.

"RRuB-BeRR"

The New TYPEWRITER and ADDING MACHINE Cover

WE MAKE COVERS FOR:

TYPEWRITERS

REMINGTON	UNDERWOOD	SMITH-PREMIER
OLIVER	DENSMORE	L. C. SMITH & BRO.
FOX	WILLIAMS	SECOR
NEW CENTURY	SUN	FAY-SHOLES
ELLIOTT-FISHER	BLICKENSDERFER	MONARCH
VICTOR	JEWETT	HAMMOND

as well as others, Domestic and FOREIGN

ADDING MACHINES

BURROUGHS	UNIVERSAL	WALES
STANDARD	PIKE	and others

"RRuB-BeRR" **Looks like rubber; acts like rubber; WEARS MUCH BETTER**

These covers are dust, moisture, climate proof—
Send them anywhere,—they won't go back on you

We are the largest makers of Typewriter and Adding Machine Covers in the world

Sold in Quantities of Any Size. Get Estimate

Typewriter Specialty Co.

72 W. Broadway :-: New York, U. S. A.

Papers which it contained during the test were afterwards found to be in perfect condition. We read in the manufacturers' prospectus that an expert, who was the Official Geologist and Metallurgist for the State of Kentucky, has made a thorough examination of the tested Cabinet and he states that "the condition of the outer wall proves that they were heated to a white heat," and furthermore that "the original glaze remains upon the inner walls."

One of these Safe Cabinets had a more practical test in the burning of the Ernest & Cranmer building in Denver at the beginning of this year.

As to the peculiar construction which gives this product its extraordinary fireproof quality, we would refer our readers to the statements made in the various advertisements which have appeared herein.

Interior Is Adjustable.

The interior of the Safe-Cabinet is adjustable to any requirements. The shelves can be placed at any distance apart and vertical partitions of any length necessary can be slided into and along into any position in the selves.

It is the latest, and is regarded by those who are using them as the safest, the most convenient and the least expensive office Cabinet. Any filing system can be introduced into it, but if office material is kept in chronological, alphabetical or numerical order in the Safe-Cabinet, no other forms of index are needed. An advantageous feature about this steel Cabinet is its compactness, its adaptability, and the fact that its contents are always ready for use when the doors are opened and always protected against fire, thieves, dust and meddlesome people when closed. The Safe-Cabinet Company have been spending a year and one-half since securing their patent in perfecting their product, and they have produced a very beautiful piece of office furniture.

Agencies have been established in quite a number of cities in this country and in some cities in Europe. The Sales Department is in Cincinnati with Mr. Eric Wilder in charge. At this time when fire protecting receptacles are so much in demand by business men, it is not surprising that the early efforts to market the articles referred to should have been so remarkably successful.

=PENCILS=

FREE OF COST

To prove that the KIM-BER-LY Pencil is as good as the best imported pencil made and sold at one-third less price, we will mail free of cost, six samples of different grades of hard and soft pencils to those in authority to order office supplies.

PENCIL EXCHANGE, Jersey City, N. J.

STOP

Are you receiving my **FREE** samples of

TYPEWRITER COVERS

If not, send me your address on your own letter head—you won't regret it.

W. BURNHAM

CENTRAL PARK, LONG ISLAND, N. Y.

OFFICE APPLIANCE & SPECIALTY COMPANY

MANUFACTURERS' AGENTS

Suite 1, Burt Block, Youngstown, Ohio

SALES AGENTS

for office appliances of merit. Correspondence with Manufacturers invited.

"Du-Ra-Bul"

Typewriter

Ribbons

Never Make Your Customers Angry. No One Will Ever

"Call You Up to Call You Down"

Because You Sold Them

With the discriminating ribbon user

Quality-Wear-Perfect Work

are things he finds nowhere so much as in

"Du-Ra-Bul" Ribbons

Ribbons that are known as "Something just a little better"

You Owe It to Yourself to Learn of This Brand

AMERICAN AGENCIES

Hartford	Harrisburg	Buffalo	Omaha
Toledo	Kansas City	Chicago	St. Joseph
Cincinnati	Detroit	Pittsburg	Springfield
Baltimore	Columbus	Philadelphia	Providence
Boston	Cleveland	Minneapolis	Grand Rapids
St. Louis	Washington	Los Angeles	Albany

Nothing has so much to do with the making or marring of a letter as a typewriter ribbon, and our ribbons do not mar — *they make.*

New York City Representative
The Ransom-Parker Co., 57 Warren St.

THE DODGE COMPANY

Manufacturers

SYRACUSE, N. Y., U. S. A.

ADDING-TYPEWRITER

(By Special Correspondence.)

Louisville, Ky.

S. W. Cady of 438 West Main street represents the Elliott-Fisher Company in Louisville under Mr. Langford, the western sales manager.

Albany, N. Y.

H. B. Wellman of 192 State street will represent the Elliott-Fisher Company in this city.

Buffalo, N. Y.

E. Track is now in charge of the Buffalo office of the Elliott-Fisher Company in place of Mr. E. A. Adams.

Minneapolis.

A. P. Kiman is in charge of the Minneapolis office of the Elliott-Fisher Company in the place of G. V. Penny, resigned.

New York City.

W. H. Riggs, salesman of the Elliott-Fisher Company, is no longer connected with that company.

* * *

G. C. Jell is now connected with the sales promotion department of the Elliott-Fisher Company. He was formerly in the U. S. treasury department.

Staunton, Va.

During recent years the use of adding and billing machines has become world-wide. The design and manufacture of these machines has not been overlooked by Southern men, and there is in operation in this city a plant for their manufacture. This plant is owned by the Dudley Adding & Billing Machine Company, which finds the demand so urgent that its capacity is to be doubled, some $12,000 worth of machinery having been ordered to effect this increase of output. Next year the company will spend from $25,000 to $30,000 for erecting new buildings to add to its facilities.

FOX COMPANY SUED.

In the course of its campaign against the various typewriting machine manufacturers who it asserts are infringing its patents on a tabulating device, the Underwood Typewriter Company of New York has begun suit in the United States Circuit Court against the Fox Typewriter Company of Grand Rapids to have its letters patent declared void, to restrain the Fox Typewriter Company from farther infringement and to secure an accounting and a judgment against the local company for damages resulting from the alleged infringement.

The New York company sues under the Gathright patent No. 436,916, covering a tabulating device or attachment for typewriters. It is claimed that the Fox machine's tabulating attachment is an infringement of the Gathright patents. The New York concern was granted an order by Judge Knappen directing the Fox company to show cause July 30 why an injunction should not issue. The bill sets forth that the makers of the Remington were sued in New York and that the decision in the lower court against the Underwood company was reversed in the Court of Appeals.

The Most Profitable Line to Handle is The One Which Gives Satisfaction

Sterling

Quality Products

is the Line that stands for Quality with the latest ideas in Filing Devices and Office Furniture in Sheet Steel.

Office, Bank, Library, Courthouse and Schoolhouse Equipment

Our new catalogue is fresh from the press. A postal will entitle you to it. Write right now.

The

Canton Art Metal Co.

CANTON, OHIO

Eastern Office, 25 Ann St., Cor. Nassau, New York
Western Office, 253 2nd Ave., So., Minneapolis, Minn.

THREE Distinct Varieties

"Hard-Finish" Carbon Paper
"Non-Flake" Carbon Paper
"Sensitive-Strong Writing" Carbon

The above three qualities cover every known style of Carbon Paper.

Some makers advocate one—some another.

We are the only manufacturers who make all three varieties, consequently are in the best position to furnish what you want—when you want it.

Printed Carbon Paper

We are now able to offer to the trade almost any style of Carbon Paper with the dealer's own trade mark or brand

Printed on Each Sheet

If you are a large dealer we will be pleased to send a full set of samples and prices.

COLUMBIA Ribbon & Carbon Mfg. Co.
(Actual Manufacturers)
299 Broadway, NEW YORK, N.Y., U. S. A.

OUTING OF THE SMITH PREMIER CLUB OF NEW YORK.

On Saturday, July 6, the members of the Smith Premier Club of New York, headed by R. R. King, manager of the Smith Premier Typewriter Company of New York, arrived in lots of two and three on the pier at Ulmer Park until the wharf fairly floated with Smith Premier enthusiasm and good fellowship.

When the twenty-five members had assembled on the "Whileaway," a two masted pleasure schooner with seventy horse power auxiliary engine, chartered especially for the occasion, together with all the paraphernalia, including a Victor talking machine, two or three cameras and a dozen or more fishing tackles, all were ready to start the cruise for Highlands Beach and the fishing ground. Promptly at 10 o'clock the engineer gave the signal to the captain that we were ready and the cruise began. Two circles were made at the dock in order to give the photographer an opportunity to get a photograph of the boat with the members on board.

Between the two masts in large letters was the sign "Outing of the Smith Premier Club of New York," while tri-chrome flags of red, purple and black floated from the masts and halyards. The pennants were an exact reproduction of our Smith Premier tri-chrome ribbon.

After a joyous sail enlivened by songs, dances, jokes and stories, and everybody had sampled some of all the various refreshments on board and had eaten a half dozen sandwiches apiece, we landed at Highlands Beach for a temporary stay and dinner. We were about three-quarters of an hour ahead of our schedule for dinner, so a miniature base ball game flourished on the lawn of the East View Hotel until the dinner bell rang. At 1:30 the feast was on. The menu was as follows: Mint juleps, clam chowder, steamed clams, broiled blue fish, broiled lobster, roast beef, vegetables in season, ice cream, coffee and cigars. During the dinner, Mr. Dufour, our genial Newark manager, had songs galore that were fitting to the occasion, and seemed to be made to order for every dish that was served. Naturally enough every member joined in on the chorus. After dinner and a little rest the party again boarded the "Whileaway" and started up the Shrewsbury river for the fishing ground just off Highlands point. Sails were dropped and we set anchor, and everybody got ready to fish.

Mr. Adams of the billing machine department seemed to get his system working right from the start, as he was only about two minutes hauling aboard a big four pound flounder. Excitement on board was immense and everybody wanted to see it at one time and know just what kind of bait he used, how he put it on, kind of sinker he had, etc. After a few minutes they all settled down again to hard work to see who would be the next. Mr. MacLaren of the collection department pulled aboard what he thought to be a big shark, but which turned out to be a dog fish. After that the only thing we could catch was dog fish, so we soon became discontented with fishing and told the captain to hoist the sails and let it go.

We made rapid time from the fishing ground into Ulmer Park. The sailing was fine and there never was a more happy crowd boarded a boat and returned from a day's outing out of New York. Mr. Dufour had some little trouble at one time just before landing to keep his dinner down, but with the aid of a few sinkers which were contributed by the fishermen he went ashore without a mishap.

The Security Current Ledger

SEPARATE LOCKING KEY
SECURE AGAINST TAMPERING

Do you ever have a call for "a ledger with a lock"? If so, remember the "Security," an end screw ledger of exceptional quality and merit. It is operated with the usual style expanding key, the locking key being entirely separate. If you are interested we shall be glad to send you full details.

Our new Catalog now in preparation, will be the most complete stationers' loose leaf catalog ever issued. A postal request will put you on the list for a copy.

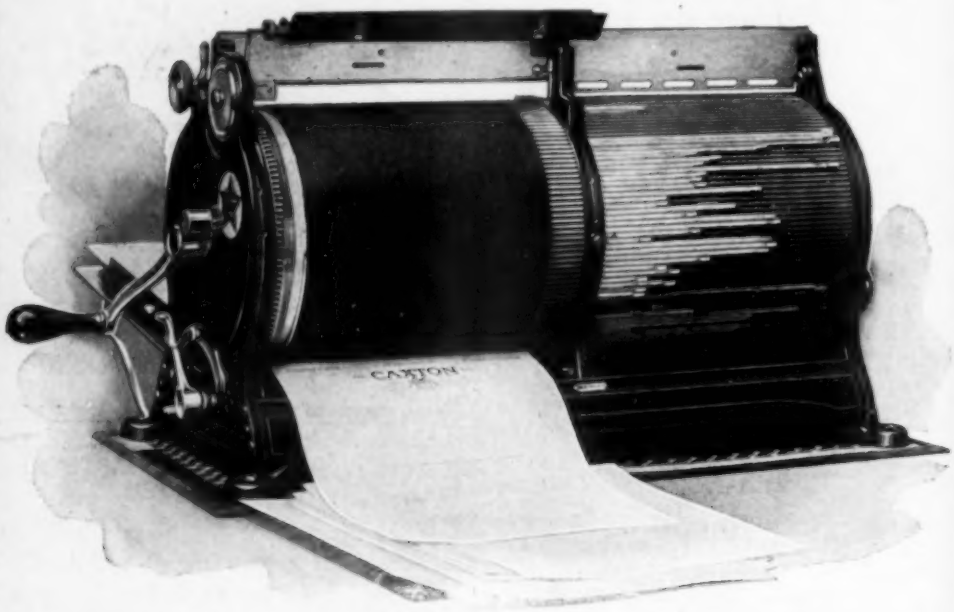
STATIONERS LOOSE LEAF SUPPLY COMPANY
"Sells to the Trade Only"
342 Broadway, Milwaukee, Wis.
203 Broadway, New York City

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

We want men—not dreamers—but MEN—Order closers—not excuse makers—in short—MEN who CAN and who ARE doing things.

If you are selling typewriters, adding machines or any other kind of an office appliance **now** and making $150—$200 or more per month, you are doing so against the hardest sort of competition, so why not



Be a Multigraph Salesman

and take a step or two toward a larger income, more pleasant work, a greater field and a brighter future for yourself.

Selling Multigraphs is NOT like selling Typewriters. There's only **One Multigraph**—it has no competition at all—as is the case with selling typewriters, adding machines, etc., where you have dozens of competitors, and yet **our field is as large as theirs.**

WHAT IT DOES

Typewrites two thousand or more copies per hour with an office boy or girl as operator.
Every letter a perfect typewritten original, printed from typewriter type, through a typewriter ribbon on paper backed up by a typewriter rubber cylinder (platen). Multigraphed letters are not "fac-similes." Every letter is actually typewritten, and, therefore, read and answered—not thrown in the waste basket.
The Gammeter Multigraph can also be used for printing all sorts of tabulated records, forms, filing cards, reports, etc.

WE HAVE OFFICES IN MANY CITIES—Are opening more constantly. Drop in and see our boys—talk to our managers—see for yourself anyway—even if only out of curiosity—and write us for FREE SAMPLES of the MULTIGRAPH PRODUCTS. They are worth any one's examination.

The American Multigraph Sales Company
1814 Case Avenue, Cleveland, Ohio

3 REASONS Why Our Modern Order Book Will Interest You

1. It Is A Ready Seller

Why? Because it has a *Self Adjusting Carbon Sheet.* Salesmen fall in love with this book at first sight, for there is no dirty carbon sheet to handle. The *Stationary Carbon Sheet* of this book automatically inserts itself to the next position.

2. We Give You Very Low Prices. We do this in order to establish the book more quickly.

3. We Advertise Extensively. As an instance over eight hundred full size books were given to commercial travelers at the Ohio State Convention which was held at Dayton on June 6th, 7th and 8th.

Write to-day for free samples and prices

THE SIMPLE ACCOUNT SALESBOOK CO., Fremont, Ohio

Sole Mfrs., also Mfrs. of the famous Simple Account File for Stationers

NEW STYLE PASTE JAR.

Unique Design has Made Its Appearance on the Market and Promises to Create Considerable Demand.

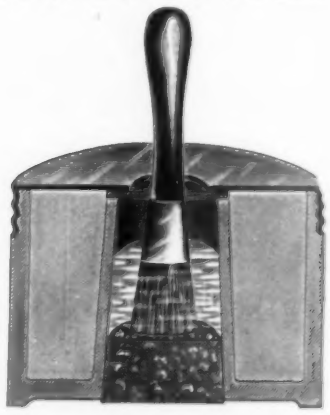
Possessing a number of advantages not found in other paste jars is a new idea that has recently made its appearance on the market. In general appearance the jar is not unlike others of its class, but the manufacturers have added some ideas to it that put it ahead of designs now offered to the public.

The center chamber that contains the water and retains the brush is separated from the paste, and does not permit the water to come in contact with the paste except by means of the brush. A cork in the bottom replaces the usual method of glass bottom, and permits of cleaning frequently. An adjustable attachment near the top of the brush closes the opening to the water compartment when not in use and not only prevents spilling of the water when the jar is overturned but protects the fingers when the brush is in use.

The jar is made so that the outer wall is

paralleled by an inner wall, leaving a space between for the paste. The opening in the center where the water is placed is, therefore, attached, but at the same time a separate part of the device. The features possessed in the device admitting of frequent cleaning, the impossibility of spilling the water in case of accident, the guard that protects the fingers when the brush is in use are all valuable and should create a demand for this device.

The jars are all made of flint glass and are



very strong. The brushes are also well constructed and will last a long time. The ferrule on the brush is aluminum and thus will not corrode and the metal that protects the fingers is also made of aluminum. When the top is screwed on and the jar placed on the shelf or desk it has an appearance similar to any paste jar of this general description, and

to note the advantages it is necessary to take the top off.

This new style jar is made by the Commercial Paste Company of Columbus, Ohio, who are seeking connections with dealers to handle this and other of their products. The advantages of this style of jar are easily seen, and a line of these goods on the dealer's shelves would provide another profit for him, for this jar should be an easy one to sell, its advantages are so obvious.

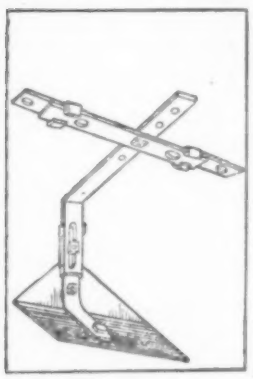
The matter of a suitable paste jar for office use is one that causes a great deal of thought on the part of office people. Paste is as necessary as ink or pens and the average office man wants the best he can get in this line. The first thing he thinks about is the paste jar, and compares the relative advantages when buying. The next thing is the quality of the paste, and whether or not it will stain when used. Once satisfied he is likely to stick to his choice.

In selling this paste jar, a profitable business can be worked up, for with every jar of the ordinary size with a brush the dealer should endeavor to sell a large jar of paste, explaining that the brush jar is the most convenient way to have the paste, and that it can be easily refilled at any time from the large jar. A line of trade can be built up and educated along these lines, so that the sale of a small jar will result in a steady call for large jars of paste.

ENCOURAGES TOUCH WRITING.

Invention for Use in Commercial Schools Discourages Sight Writing and Assists the Operator in Learning the Better Method.

Sight writing is a thing of the past as far as commercial schools are concerned, and the more swift method of touch writing is being generally adopted everywhere. Students who are mastering the keyboard are forced to look at the keys until they become familiar with their position and then the task of the instructor is to get them to abandon this method and write as they would play the piano. Experience shows that an operator who looks at the keys strikes them harder than one who does not, and this alone is an argument in favor of the latter method.



Students find it hard to keep their eyes away from the keyboard after they have been looking at it for a time, and in order to aid them in their work an invention has been perfected that is proving to be a great benefit to them.

A shield is constructed so that it may be fastened on the machine and be in front of the keyboard, covering up the keys completely so that the operator is forced to go by the touch method and locate the keys by memory of their location with reference to the frame of machine.

Inability to see the keys also induces the student to strike the keys with a lighter touch and a more even movement of the fingers. This produces a better looking letter or document and after a short practice the user is able to write without ever once glancing at the keys.

1889

A CONTINUOUS RECORD OF STEADY GROWTH

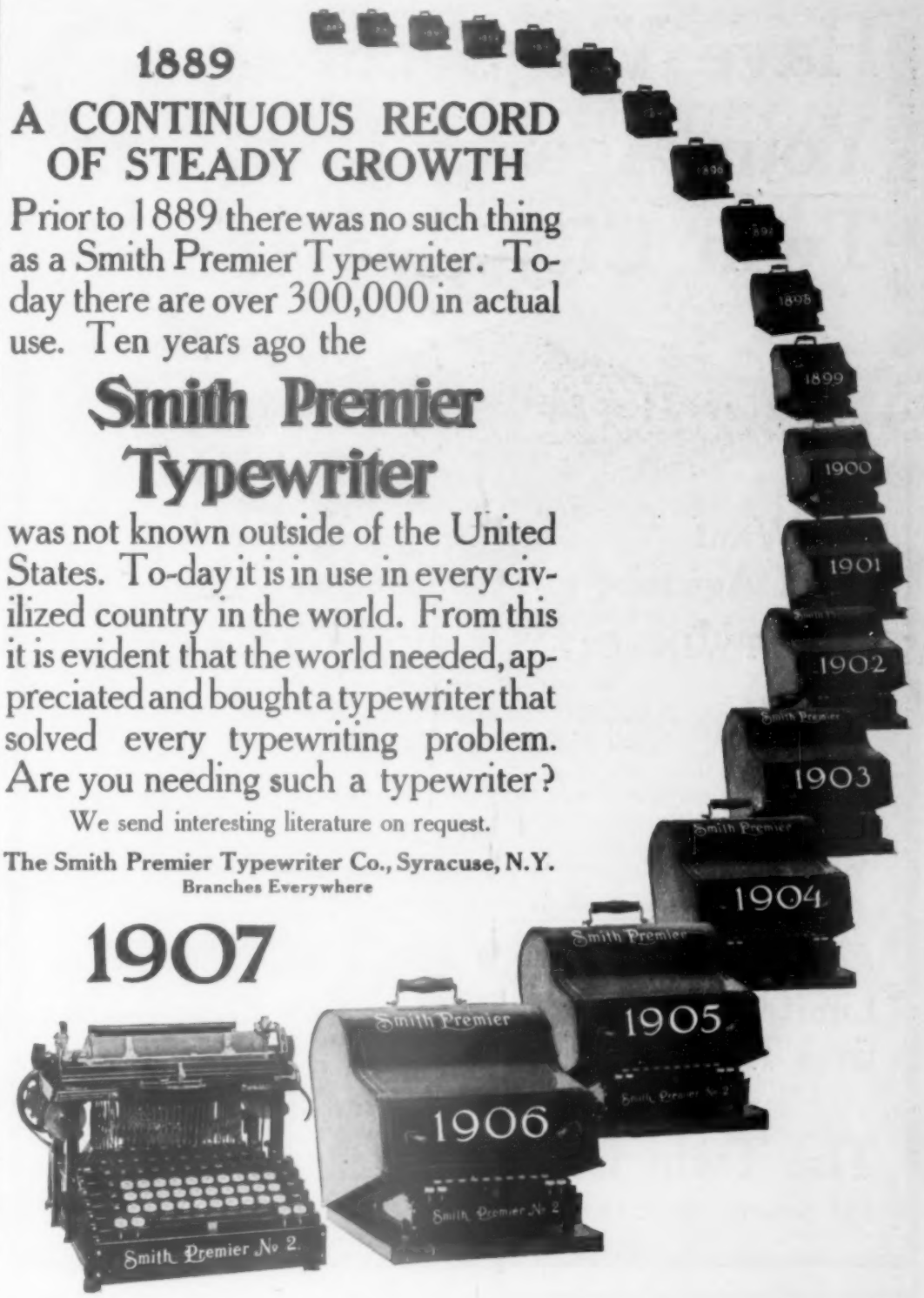
Prior to 1889 there was no such thing as a Smith Premier Typewriter. To-day there are over 300,000 in actual use. Ten years ago the

Smith Premier Typewriter

was not known outside of the United States. To-day it is in use in every civilized country in the world. From this it is evident that the world needed, appreciated and bought a typewriter that solved every typewriting problem. Are you needing such a typewriter?

We send interesting literature on request.

The Smith Premier Typewriter Co., Syracuse, N.Y.
Branches Everywhere



The KARBON KEEPER Helps Dealers

to sell more carbon paper. **A 200% PROPOSITION.**
Sample by mail, 50 cts. No matter what line of carbon paper you sell
THIS DEVICE WILL GREATLY INCREASE YOUR SALES AND PROFITS
One of our first dealers sold 600 dozen sheets because of it in the **FIRST WEEK.**
THE KARBON KEEPER IS A SALES INCREASER
for any man or dealer who sells carbon paper. Write us and learn of the money making plan for you, or send 50 cents for sample. SAVES 400% to user. Great sales features.
THE SMITHFIELD CO., A-27 Westminster St., Providence, R. I.

Have You Secured Your Agency for the Twin City Sealer ?

Patent Number 826169

We Want Good Agencies

THE TWIN CITY ENVELOPE SEALER

will seal envelopes at the rate of

5,000 PER HOUR—Hand Feed
7,500 PER HOUR—Automatic Feed

The modern business office has lacked a proper device for quickly and neatly sealing the thousands of letters, circulars, price lists, etc., sent out daily by all first-class firms throughout the country. Something simple and cheap was needed, yet efficient and free from complicated mechanism though positive in its work, handling the various standard size envelopes without adjustment.

The Twin City Envelope Sealer meets all these requirements.

This Company will Assign Territories to a Limited Number of Agents and Representatives Throughout the World.

SEND FOR TERMS

The Twin City Specialty Company

433 Security Bank Bldg. :: MINNEAPOLIS, MINN.

TYPEWRITER REPAIRS

There is money in repairing. You can get your share if you have the parts. Our business is to supply them.
No. 10 Part Catalog mailed on request.
Editions in English, German, French and Spanish.

THORP & MARTIN CO.
BOSTON, MASSACHUSETTS

FURNITURE NEWS

(By Special Correspondence.)

Boston, Mass.

Papers of incorporation of the New England Office Furniture Company have been filed with the secretary of state showing a capital of $40,000, and the firm is to engage in the office furniture business, both buying and selling. Harry B. Osborn of Boston and Ezra B. Whittier are named as incorporators.

* * *

Fire of incendiary origin damaged the wood working shop of Graham & Cameron at 145 Bender street, East Boston. Across the street from the building of Bertelsen & Peterson, which was burned shortly before. Loss, $3,000. The building is owned by William T. Hunter, of 87 Eagle street, East Boston. Graham & Cameron occupy the first floor, while the second and third are used by Charles T. Whittle for manufacture of show cases and office furniture.

* * *

Chicago, Ill.

Fire of incendiary origin, which broke out in the factory of W. F. Schick & Co., manufacturers of office fittings and cabinets, Nos. 876-880 North Paulina street, July 12, did damage of $10,000.

* * *

Herkimer, N. Y.

The Mohawk Desk Company of this village, formerly the Horrocks-Metzler Desk Company, will change its names soon to the National Desk Company. The reason for the change is that shortly after the formation of the company a company was formed in Mohawk by the name of the Mohawk Manufacturing Company.

* * *

High Point, N. C.

Mr. Arthur Lyon of this city is the patentee of a roll top cabinet for typewriters. The new cabinet is dust proof, automatic and easy in regard to manipulation. One of the taking features about it is that it can be used on an ordinary table or pedestal. The cabinet will be manufactured in High Point, but as yet Mr. Lyon has not decided which factory will manufacture it, and it may be possible that a factory will be launched to manufacture the new article. The cabinet all told weighs only fifty pounds and in it are places for pigeon holes and shelving commodious enough for paper and envelopes. Mr. Lyon has been at work quite a while perfecting the cabinet.

* * *

Lynchburg, Va.

At the show rooms of the Fleenor Furniture Company there are on exhibition there for a few days samples of the disappearing typewriter desks, the patents for which are owned and controlled by the Southern Furniture Company, of Washington. The average disappearing typewriter desk is a clumsy, imperfected affair and requires almost as much force to operate it as would be used in removing the typewriter from the desk to a different part of the room. The device shown by the Southern Furniture Company is neat, complete and operated by a spring which a child could operate. The device can be incorporated not only on any desk now in use without impairing it, but it can be used for a ladies' desk or on a

FURNITURE NEWS.—Continued.

handsome center table without defacing it. The principle of the device is that of a revolving board on which the typewriter is firmly attached. The pressure of the spring brings it into position for immediate use, and another touch of the spring, the board revolves and the typewriter is out of sight and safe. The display is made that the public may see it. The company is represented here by Dr. Carleton Vaughan and his assistants, Messrs. F. E. Upham and Vernon I. Richard, who will explain the invention fully to all who are interested. The Southern Furniture Company is not selling or making desks, but has already contracted with the largest desk manufacturers in the United States by which they are to take the entire output of the device. Furthermore, it will appoint local agents to place the device on desks and tables now in use and is assured of a steady and profitable sale, as the market is practically unlimited.

LANDIS BREAKS UP FURNITURE TRUST.

Church and School Outfitters Permanently Enjoined After Being Heavily Fined.

Judge Landis in the United States District Court followed up his "solar plexus" blow to Standard Oil by delivering a quietus to the church and school furniture trust. The court permanently enjoined the companies composing the trust from further agreements and operations as a monopoly.

Already punished by fines amounting to $43,000, the trust members entered no protest to the court's decree.

Those affected by the injunction are: The American Seating Company, the trust head, which was fined $10,000; A. H. Andrews Company, Chicago, similarly fined; Superior Manufacturing Company, Muskegon, Mich.; Illinois Refrigerator Company, Morrison, Ill.; Peabody School Furniture Company, North Manchester, Ind.; Haney School Furniture Company, Logan, W. Va.; Owensboro Seating and Cabinet Company; Minneapolis Office and School Furniture Company, Jackson, Tenn.; Cincinnati Seating Company; Fridman Seating Company, New Richmond, O.; and H. C. Voght Sons & Co., Parker City, Ind.

Frederick A. Holbrook, moving spirit of the trust, was fined $10,000, and a score of other officials were mulcted.

TOOL COMPANY GROWS FAST.

The Combined Tool Company, of Leominster, Mass., which started in business but a few months ago, is making great progress with their principle product, the "Right-In-Sight" copy holder. This concern has prosecuted a very vigorous campaign of selling and publicity for their goods and have succeeded in supplying a large demand for the copy holder, that they claim is the nearest to perfection to anything that has been produced so far. They have agents and representatives in all of the principle towns and cities in the United States, although there are still some good territories open, and it would be a wise move for office appliance dealers who are not handling a good copy holder at the present time to write them for particulars. A great many commercial schools are introducing the copy holder and the future prospects of the concern look good. Walter H. Fox, who has an office at 92 La Salle street, is their representative for the western territory.

Housatonic-Barrington and Danish

Bond Papers

are made especially for commercial correspondence and all other business purposes.

The man who uses these Bond Papers for his business stationery will be satisfied with both quality and price.

Danish Bond for "Systems"

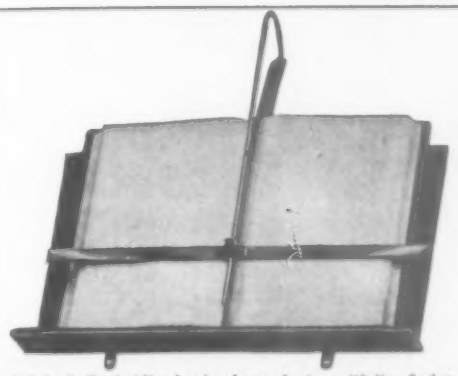
We make the Danish Bond in nine colors and white. To meet the demand for a first-class Bond Paper at popular price. To be used for "Systems" requiring a large variety of colors.

Our lines are carried in stock by large jobbers in all paper centers

B. D. Rising Paper Company

Manufacturers

Housatonic, Berkshire County, Massachusetts



OUR No. 2—For holding books of record, etc., with line finder

THE DUDLEY

Loose Leaf, Book, Pad, and Copy Holder . . .

Made for the efficient handling of all kinds of copy work. The only holder devised for use with books of record. ¶ Send for circular describing full line.

The Dudley Manufacturing Co.
Marion, Ohio, U. S. A.

SECOND ANNUAL

Providence Business Show

Sept. 30, Oct. 1, 2, 3, 4 and 5, 1907

I am making a special effort this year to draw large crowds and to accomplish this am now arranging to have a series of high grade entertainments evenings, such as the Boston Symphony Orchestra Quintet, the Lyric Trio, led by Jules Jordon; a State Championship Typewriting Contest, etc.

Afternoons there will be addresses by well known authorities on "Systematizing Office Work," etc.

I shall also endeavor to arrange to have the regular meetings of the Bank Clerks' Association and several Accountants' Societies held at the Show during the week. Also several political meetings.

Space is being rapidly taken and you must act quickly if you wish the more desirable locations.

Send for diagram of hall, prices and detailed information.

FREDERICK H. READ, Manager Providence Business Show

PROVIDENCE, RHODE ISLAND

Universal Exposition of Office Requirements

Exposition Palace at Zoological Garden

BERLIN, October 5th to 20th, 1907

Most Complete and Important Office Exposition Eve Held in Europe.

Will Attract Thousands of Agents, Dealers and Consumers of all Countries

Furnishes an unequalled opportunity for introducing modern office devices in European markets and establishing profitable business connections.

Applications for Space Should be Filed on or Before September 15th.

Arrangements for Installation of Exhibits, Attendance and Representation can be easily made.

Rates very reasonable. For full particulars address

ARBEITS AUSSCHUSS, (Executive Committee,) Ausstellungs Halle, BERLIN, W. 50, GERMANY

DOMESTIC OPPORTUNITIES

(By Special Correspondence.)

Chicago, Ill.

Pinkney & Smith is the name of a progressive office appliance firm located in Chicago at 80 to 84 Adams street who believe in handling the business in a manner that will produce the greatest returns for themselves and the manufacturers and customers as well. They are open for propositions from manufacturers of meritorious devices in the office appliance line, and whatever specialties they secure the representation of they are sure to make famous in Chicago. The concern is well backed financially and every specialty that is taken on will have special attention. A specialty man will be hired and educated for each device so that one man will not be asked to try his hand at selling more than one thing. This system is sure to win and manufacturers will do well to write to this concern if representation is at all desired in Chicago.

Louisville, Ky.

A. E. Meffert, formerly manager of the Underwood Typewriter Company here, has gone into the office appliance business on his own account. He is anxious to hear from concerns who have specialties in the office appliance line that they would like to introduce in this territory and anything turned over to him will be sure to be represented in the manner in which the manufacturers would desire it. Mr. Meffert is a live one and is well connected in every way. He can deliver the goods and manufacturers desiring a good agent can do no better than to line up with him.

Washington, D. C.

Proposals will be received at the Bureau of Supplies and Accounts, Navy Department, Washington, D. C., until 10 o'clock a. m., August 13, 1907, and publicly opened immediately thereafter, to furnish at the navy yard and Naval Observatory, Washington, D. C., as specified, a quantity of naval supplies, as follows: Sch. 147: Binoculars, spyglasses, boat and deck clocks, psychrometers, clinometers, sextants, octants, stadimeters, artificial horizons, marometers, thermometers, reading glasses, protractors, parallel rulers, navigator's dividers, etc. Sch. 151: Desk fans, incandescent lamps. Applications for proposals should designate the schedules desired by number. Blank proposals will be furnished upon application to the Bureau. E. B. Rogers, Paymaster-General U. S. N.

* * *

Proposals will be received at the Bureau of Supplies and Accounts, Navy Department, Washington, D. C., until 10 o'clock a. m., August 13, 1907, and publicly opened immediately thereafter, to furnish at the navy yard, New York, N. Y., etc., a quantity of naval supplies, as follows: Sch. 117: Incandescent lamps, bells and buzzers. Sch. 146: Broadswords, footballs, sporting goods. Sch. 159: Rubber bands, memorandum and press copy books. Sch. 160: Thermometers, leather belting, barrels, etc. Applications for proposals should designate the schedules desired by number. Blank proposals will be furnished upon application to the navy pay office, New York, N. Y., or to the Bureau. E. B. Rogers, Paymaster-General U. S. N.

FOREIGN OPPORTUNITIES

(By Special Correspondence.)

London, England.

The Triumphaor Company of 7 Leadenhall street, London E. C., are making arrangements to enter the Berlin Business Show and desire to get into communication with American firms who would like to be represented there. They are in position to take care of exhibits in American office appliance lines in good shape. Mr. G. M. Muller is the manager.

Dusseldorf, Germany.

H. F. Peltz of 88 Graf Adolfstrasse, Dusseldorf, who is the sole agent for the Kanzler Typewriter for west Germany, writes that his concern is anxious to secure the German agency for an American typewriter. This concern is doing a large business with the German machine and have found that there is a good market for American made typewriters and they want very much to get into communication with a manufacturer on this side of the ocean. They are also interested in getting other lines of office appliances and have sufficient capital, a large selling force and an organization capable of handling devices to very good advantage.

Honolulu, Hawaii.

1068. Postal Cards.—A firm at Honolulu, Hawaii, addresses the bureau of manufactures as follows: "Will you kindly inform us where we can get postal cards made in the United States, both in black and white and colored?"

Amsterdam, Holland.

1074. Amsterdam Importing and Colonial Re-exporting.—Consul Hill sends from Amsterdam the names of three commercial bureaus at that Dutch city which place their gratuitous services at the command of American merchants and manufacturers. Mr. Hill also sends complete lists of the houses in Amsterdam which import American goods.

South America.

1080. Music Typewriting Machine. — An American consular representative in South America forwards the address of a business man who desires the addresses of manufacturers of machines for typewriting music.

Australia.

1130. Sulphate Pulp.—A business man in Australia advises the American consul that he desires samples and prices of sulphite pulp, both bleached and unbleached, from American manufacturers. The company uses about 500 tons per annum, which they purchase from Norway and Germany.

* * *

1065. Telephone Material. — The deputy postmaster-general, Brisbane, Australia, invites bids until September 2 for four sections of a common battery switchboard and 650 subscriber's telephones to specification No. 145, particulars being obtainable from the comptroller of stores at Brisbane, Melbourne, Sydney and Adelaide. A deposit must be made, in making tender, with the deputy postmaster-general at Sydney, Melbourne, or Adelaide, of 5 per cent of the amount of bid up to $5,000, and 2½ per cent for any additional amount exceeding $5,000.

Ask Weeks For It

¶ Have been furnishing Stationers and Dealers with their Supplies and Specialties since 1867—forty years—and did it so thoroughly and conscientiously that the first thought entering the mind of a stationer when he wants "anything" is to—"Ask Weeks for it!"

"ERASIT"

¶ "ERASIT" is fast replacing the old style rubber, because of its many uses and advantages.

¶ "ERASIT" is the Best Eraser and Cleaner ever discovered for use of bookkeepers, architects, artists, as well as for general use.

¶ "ERASIT" will remove pencil or dirt marks from Drawings, Tracings, Engravings, Wall Paper, Book Covers, Linen Collars and Cuffs; also cleans Leather and White Kid Gloves.

¶ Used for taking dirt off almost anything.

¶ Will not injure the finest paper.

(Made in three sizes to sell at 5c, 10c and 15c, respectively.)

"VICTOR" INKSTAND

No. 1. Round Crystal Class, Cut Bottom; 3½ in. diam., 1½ in. high 35c

¶ The "VICTOR" is the popular non-automatic inkstand.

¶ The "VICTOR" will not upset as it is only 1½ inches high and the base is 3½ inches in diameter.

¶ The "VICTOR" requires no pressing down of a funnel.

¶ The "VICTOR" does not get too much ink on the pen.

¶ The "VICTOR" is easily taken apart and cleaned, being in but two sections.

Both "ERASIT" and the "VICTOR" Inkstand are being advertised in business men's magazines. HOW IS YOUR SUPPLY?

A. A. Weeks Manufacturing Co.

Dept. of A. A. WEEKS-HOSKINS CO.

11 Gold Street ::: New York, U. S. A.

It will be appreciated if you mention "OFFICE APPLIANCES" when writing to A. A. WEEKS MFG. CO.

THE EMBLEM OF SUPERIORITY

THE MONARCH TYPEWRITER CO.

SYRACUSE, N. Y.

Agents and Dealers can Recommend the

Automatic Time Stamp

without misgiving as to its durability and satisfactory work. It has been

USED CONSTANTLY by THOUSANDS of CONCERNS FOR MORE THAN TEN YEARS

Unexcelled for labor cost systems, time and delivery tickets, etc., and for **Stamping time and date upon Letters, Telegrams, Orders, etc.**

High Quality—Reasonable Price
Sold Under a Positive Guarantee

The Automatic Time Stamp Co.

162 Congress St., Boston, Mass., U. S. A. **"Originators of the Art of Printing Time."**

FOREIGN OPPORTUNITIES—Continued.

England.

1053. Representation in England. — An American consul in Great Britain sends the names of two Englishmen who seek commercial connection with some concern in the United States "requiring sound, capable agents" in Europe. They state that they can furnish banking and other references, and are forming a partnership for which they wish the sole agency for the United Kingdom and the continent for American manufacturers. Both are said to be linguists, speaking three languages, and to have important business connections on the continent. If a good prospect of securing an American agency developed, one of the firm would come to the United States for that purpose of investigation and to make the necessary arrangements.

Liestal, Switzerland.

Adolph Haag, traveling throughout Switzerland, Germany, Italy, Austria, Holland and Belgium, desires to hear from manufacturers desiring a representation in those countries who make lead pencils (copying), typewriter paper, fountain pens and other novelties for the office.

London, England.

W. G. Systems, Limited, Craven House, Kingsway, London, W. C., write us that they are desirous of taking on a line of steel furniture, filing devices, etc. Also a line of card indexes in steel.

The same firm would also be glad to hear from manufacturers of loose leaf devices. The company maintain offices or branches in Birmingham, Manchester, Glasgow and Edinburgh.

Manufacturers who desire to have their goods well and favorably known cannot afford to stay out of the National Business Shows. The best of everything is usually seen there and no manufacturers can afford to run chances of being put in the back number class by staying out.

TRADE OPPORTUNITIES

(By Special Correspondence.)

RETAIL OPPORTUNITIES.

HERE IS PRESENTED FOR THE FIRST TIME IN THIS PUBLICATION, AND WILL BE CONTINUED ON AN EXTENDED SCALE, THE NAMES AND ADDRESSES OF THOSE CONNECTED WITH NEW INCORPORATIONS IN VARIOUS PARTS OF THE UNITED STATES AND CANADA. THE LIST PRESENTED HERE IS BUT THE RESULT OF AN EXPERIMENT ON THE PART OF THE PUBLISHERS IN THEIR DESIRE TO SECURE THIS MOST VALUABLE INFORMATION FOR OUR LARGE BODY OF SALESMEN AND SALES MANAGERS.

THE IMPORTANCE OF SUCH A LIST SHOULD BE APPRECIATED BY ALL, AND ITS CONTINUANCE SHOULD DRAW MANY OTHERS TO OUR GREAT FAMILY OF READERS.

* * *

California.

Denoir Mercantile Land & Development Co., 512 Mason building, Los Angeles. Will operate a chain of general merchandise stores and refrigeration business. R. Cunningham, Secretary; John Dunace and R. Cunningham, Purchasing Agents. The company will be ready for business about September 1st.

Colorado.

Rocky Mountain Dist. Letter Carriers' Asso., Pueblo, Colo. For a mutual benefit organization. W. H. Allen, Secretary.

Illinois.

Muffey Drug Company, corner 10th and 22d streets, Quincy, Ill. To do a retail drug business. Lorenzo Muffey, Purchasing Agent. Interested in an adding machine, cash register, filing cabinets, fountain pens, etc.

* * *

Farr Electric Equipment Co., 170 and 172 West Adams street, Chicago, Ill. Electrical work. C. W. Farr, Purchasing Agent.

* * *

Stationers' Engraving Company, room 97, 147 Fifth ave., Chicago, Ill. Steel die and copper plate engraving. Guy J. Gibson, Purchasing Agent.

TRADE OPPORTUNITIES.—Continued.

Cairo Terminal Traction Co., Cairo, Ill. Interurban railway from Cairo to Mounds, Ill. Incorporators, J. E. Fischer, W. S. Dewey, D. Hogan, A. Voepell and others.

* * *

Barnes Drill Company, Rockford, Ill. To make upright drills. J. E. Andress, Secretary and Purchasing Agent. Interested in for their office use bill-lading books, fac-simile letters, loose leaf binders and specialties, and some other office devices.

* * *

Indian Territory.

Stephens County Fair Association, Duncan, I. T. Pacing and amusement enterprise. W. L. Bumpass, Secretary and Purchasing Officer. Interested in numbering machines, rubber stamps, typewriters and other office specialties and supplies. Will be ready by September 1st.

* * *

Indiana.

Staats, Rayner, Adams Company, Clinton, Ind. Hardware, furniture and jewelry. B. F. Rayner, Secretary and Purchasing Agent.

* * *

Iowa.

German-American Land Company, 65 McManus building, Davenport, Iowa. A. B. Haviland, Secretary.

* * *

Corn Belt Land Trust Company, 209 Crocker building, Des Moines, Iowa. Land, loans and building. Golder R. Lawrence, Secretary and Purchasing Officer. Interested in accounting systems, bank fittings, blank books, bookkeepers' supplies, card systems, check books, codes, coupon books, metal furniture, time stamps, travelers' expense books.

* * *

The Oppelp-Spence Company, 220-224 West 3rd street, Davenport, Iowa. Furniture and house furnishings. Harry K. Spence, Secretary; R. Oppel, Purchasing Officer. Interested in binders, bookkeepers' supplies, cabinets, carbon paper, card indexes, catalogue cabinets, check books, copying presses, desk specialties, fac-simile letters, filing cabinets, ink and inkstands, invoice books, ledgers, letter files, loose leaf binders, numbering machines, office furniture, paper fasteners, rubber stamps, safes, signs, stenographers' supplies, typewriters, typewriter supplies.

* * *

Kentucky.

P. E. Henchey Company, 618 West Main street, Louisville, Ky. Cloaks, furs, skirts and specialties. E. J. Henchey, Secretary; P. E. Henchey, Purchasing Agent.

* * *

The Farmers' Bank, Columbus, Ky. Banking. J. P. Debre, Cashier and Purchasing Officer. Opens for business July 1, 1907.

* * *

Michigan.

Shaw & Davis Furniture Co., South Main street, Grand Rapids, Mich. Manufacture office, directors' and library furniture. P. I. Raigul, Secretary.

* * *

Nebraska.

National Accident Insurance Co., Oliver Theater building, Lincoln, Neb. Accident insurance. Frank P. Durggins, Secretary.

* * *

New York.

Buffalo School Company, 443 Ellicott Square, Buffalo, N. Y. Business college. B. A. Dahlke, President and Purchasing Officer. Interested in office furniture, paper, stenographic supplies and typewriters.

* * *

Woode & Hyde Company, 26 N. Main street, Gloversville, N. Y. Leather business. W. L. Ernst, Secretary; Jos. E. Wood, Purchasing Agent.

* * *

Ontario.

Henry Sims & Co., 110 Sparks street, Ottawa, Ont., Canada. Manufacturer of hats and furs. Fred G. Sims, Secretary; Henry J. Sims, Purchasing Agent. Will be in the market for signs.

* * *

Ohio.

Caballos Canning Company, Akron, O. Will conduct business at Caballon, Cuba.) Canning citrus fruit. H. B. Camp, Secretary.

* * *

The Globe Electrical Company, 139 East Third street, Dayton, O. Jobbers in wholesale and retail electric supplies. I. E. Jones, Secretary, and J. E. Swisher, Purchasing Officer.

* * *

The Akron File Company, Akron, O. Making files and recutting of files. Frank Nolte, Purchasing Officer.

* * *

The Fairbanks Building Co., Springfield, O. W. E. Johnson, Jr., Secretary. Supplies to be purchased locally.

* * *

Oklahoma.

Lincoln County Co-operative Association of Ok., of Wellston, Okla. General merchandise and cotton gin. H. Wells, Secretary; F. B. Eddy, Manager and Purchasing Officer.

* * *

Fint Pick Insurance Co., Clinton, Okla. Real estate and loans. C. C. Smith, Secretary and Purchasing Officer.

* * *

Pennsylvania.

Erie City Iron Works, Erie, Pa. Makers of engines and boilers. Geo. T. Bliss.

* * *

Harrisburg News Agency, Harrisburg, Pa. R. F.

It is easy to make a sale IF you can show a saving, be it TIME, LABOR OR MONEY

The Landing System 75% will positively SAVE

in any bookkeeping department where "system" is appreciated more than "RED TAPE."

PROTECTS AGAINST FIRE

as the filing case is kept in a fireproof safe.

We can't tell it all in this space

but you'll see it at a glance if you will only ask for

FREE UNIQUE SAMPLE

Write for it to-day—ask us to send you data, etc.

AGENTS—GOOD ONES—WANTED

LANDING-RONNING COMPANY

MINNEAPOLIS :: :: :: :: MINNESOTA

ALL FIRST CLASS DEALERS KNOW DEARBORN CABINETS MAKE QUICK SALES

SAVE TIME, WORRY and ERRORS—IMPROVE QUALITY of WORK—THEREFORE SAVE MONEY

42 in. long, 24 in. deep, 38 in. high

ARE Sold around the WORLD Universally known as the BEST

Notice how COPY HOLDERS are placed in direct line of vision, enabling operator to sit up straight. Saves fully 45 per cent of Time, Worry and Errors. A place for everything, everything in its place. Solid Golden Oak, guaranteed the most complete Typewriter Cabinet ever sold anywhere near the price. We ship responsible parties on approval, to be returned at our expense if not satisfactory. What more can we offer!

46 in. long, 31 in. deep, 45½ high

No. 5 Dearborn Junior Cabinet — HUNDREDS OF TYPEWRITER AND OFFICE FURNITURE DEALERS HANDLE THEM. IF YOURS DOES NOT, WRITE DIRECT TO US — No. 1 Dearborn Special Cabinet

$13.00 DELIVERED

DEARBORN DESK COMPANY
ALEXANDER A. SAMUEL, GENERAL MANAGER
308 Fisher Building CHICAGO, U. S. A.
NEW CATALOGUE FREE

$30.00 DELIVERED

NON { Filling / Fading / Drying

U. S.

RIBBONS and CARBON PAPERS

OILS, ERASERS AND PENCILS

ESTABLISHED 1899

We claim our ribbons to excel those of all other manufacture in the following details:

1. Most intensely jet black records.
2. Most brilliant colors throughout.
3. Most durable.
4. Non-drying. Absolutely unaffected by cold, heat or atmospheric conditions.
5. Greatest copying strength.
6. Strongest and best for Duplicator and Hektograph work
7. Ink automatically distributes itself by capillary attraction, always presenting an evenly inked surface and ensuring uniform results. This feature also admits of goods being **inked clean** and yet giving good, clear, strong copies to the extreme endurance limit of fabric.
8. Tested and in constant use by United States and British Governments.

Bi-Chrome Ribbons a Special Feature

Large Contract Work and Manufacturing Imprint Goods for the Trade a Specialty

Inked Ribbons for Adding Machines, Time Recorders, etc.

WIDE (7 to 11 inches) RIBBONS made to order

Write for prices giving dimensions wanted.

U. S. Typewriter Ribbon Mfg. Co.

New Factory Address:

Sansom & Eighth Sts., Philadelphia, Pa., U. S. A.

Cable Address—Mustr.

THE DUPLIGRAPH

Is a simple and inexpensive duplicating machine for reproducing typewritten or pen-written copies. It will print 100 copies in 10 minutes, at a cost of 2c per 100, and will reproduce 75 first class copies from a typewritten original and 125 copies from a pen-written not once but every time.

¶ The process consists of a secret composition which draws the ink off the original and gives it back in equal quantities to the copies. It differs from the composition duplicator in that it cleans itself automatically on account of an acid in the composition which breaks up the ink and makes it disappear of its own accord.

¶ It leaves the copies dry the instant they are printed and leaves no sticky substance on the paper. It has no tendency to make the paper curl.

No Washing	**No Dirt**
No Ink Roller	**No Trouble**
No Stencils	**No Printing Ink**
No Wetting	**No Odor**
No Dotted Lines	**No Expensive Supplies**
No Cleaning	**No waiting for copies to dry**

¶ You simply write whatever you desire, in any color of ink, or a number of colors at once, on ordinary paper with the typewriter or pen and ink, and the machine does the rest.

¶ If you are a dealer and a hustler we have considerable good territory left and will be glad to quote you our best terms for handling our machines. We guarantee every machine to do all that we claim for it.

IF YOU ARE INTERESTED WRITE FOR CIRCULAR AND SAMPLES OF WORK TO

THE DUPLIGRAPH COMPANY

SOLE MANUFACTURERS

Head Office 105, 45 State Street **DETROIT, MICH.**

TRADE OPPORTUNITIES.—Continued.

Johnston, Secretary, and R. Bruiser, Purchasing Officer.

South Dakota.

Security Savings Bank of South Dakota, Rapid City, S. D. Banking.

Texas.

Butler Crude Oil Burner Co., Wills Point, Texas. R. W. Garrett, Secretary and Purchasing Agent.

* * *

Southern Motor Car Factory, 709 Louisiana street, Houston, Texas. Automobile factory. E. E. Parsons, Secretary, and E. M. Pavey, Purchasing Agent. Interested in account books, carbon paper, card indexes, card systems, check books, check protectors, fac-simile letters, filing devices, inks and inkstands, invoice books, ledgers, letter files, loose leaf books, paper and paper fasteners, safes, scales, stenographers' supplies, telephone indexes.

* * *

Wilkins Buggy Top Spring Co., Pilot Point, Texas. A. H. Gee, Purchasing Agent; S. I. Newton, Secretary.

* * *

Gray & Graham Company, 241 Main street, Dallas, Texas. Tailoring. W. W. Graham, Purchasing Agent.

* * *

The Crowley Company, 331 Texas street, El Paso, Texas. Printing and stationery. W. J. Eustace, Secretary; Robert S. Crowley, President and Manager. Interested in binders, bookkeepers' supplies, carbon papers, card indexes, desk specialties, envelope sealers, erasers, fac-simile letters, fountain pens, inks and inkstands, letter files, library supplies, loose leaf devices, manifold books, metal furniture, novelties, paper, paper fastener, paper folding machines, pens and pencils, specialties, stationery specialties, stenographic supplies, travelers' expense books, tabulating devices. All for stock in general stationery business.

* * *

Bowie Cotton Oil & Gin Co., Bowie, Texas. Ras Saufley, General Manager. Interested in bill lading books, bookkeepers' supplies, codes, coupon books, desk specialties, office furniture, novelties, numbering machines, order books, paper and paper fasteners, pens and pencils, specialties, stapling machines, stenographic note books, interior telephones, telephone brackets.

Tennessee.

Chattanooga Typewriter Exchange, 1115 Market street, successors to G. C. Krouse. Typewriter and office appliance business. M. B. Karker, Secretary and Treasurer, as Purchasing Agent. Interested in adding machines, carbon paper, cash registers, coupon books, duplicating machines, loose leaf devices, numbering machines, paper, stationery specialties, stenographic supplies, typewriters, typewriter supplies and tabulating machines.

Wisconsin.

Harrington Package Co., Crandon, Wis. Wooden pails and tubs. J. R. Harrington, Purchasing Agt.

A NEW "OFF-SET" LITHOGRAPHIC PRESS.

The usual beautiful work produced by the lithographic stone has been improved upon by the invention of an "off-set" lithographic press operated exclusively by the Eastern Lithographic Company of 65 Cliff street, New York City. By this process finer work is produced than by any "stone" press, and as there is no necessity to dampen the paper the usual gloss is preserved. The machine is somewhat like an ordinary printing press and consists of three cylinders, one of steel, another a rubber blanket cylinder, and the third a plate cylinder. The matter to be ltihographed is prepared in the ordinary way on a lithographic stone. It is then transferred to a zinc plate, which is fastened round the cylinder of the press. The revolutions of the zinc plate transfer the impression to the rubber blanket cylinder and from there by the aid of the steel cylinder is transferred to the paper. The steel cylinder is used only to hold the paper close to the rubber cylinder. The rubber gives beautiful soft lines, which cannot be equaled by stone or any other known process, and in quality and fine appearance the work is unsurpassed.

The machine is very fast in operation. An ordinary lithographic press will not run off more than 6,000 copies in a day. This machine will produce 3,000 copies per hour, or 20,000 per day. Stationers and others interested will do well to place themselves in communication with this firm, who certainly have a proposition well worthy of careful attention.

TAKES CHARGE OF PORTLAND OFFICE.

Well Known Typewriter Man Assumes Control of the Underwood Business in Oregon City and Promises to Produce Great Results.

W. E. Wiswell, who has been favorably known for a long time as a star man in the Smith-Premier organization and as manager of their office at Portland, Oregon, has now taken hold of the Underwood business in the same city, and expects to set as high a mark with this machine as he formerly set with the Smith-Premier.

He was born in Maryville, Mo., in 1873, in an old southern mansion and was the last remnant of a large estate that had been reduced to almost nothing by the ravages of the civil war. This old mansion had been the home of his ancestors ever since they first settled in the country and was an historic old place.

His father was a man of active mind and

W. W. WISWELL.

chose to move west in order to increase his state of affluence, and Lincoln, Neb., was then a thriving town. Here he went with his family, and young Wiswell spent fifteen years in this frontier town, where everything was wild and where the country was then new. At the age of fifteen he went east to school and was educated in New England.

Reaching majority he entered the plant of the Washburn & Moen Mfg. Company, which has since been absorbed by the Steel Trust, and remained there five years. In January, 1899, he went with the Smith-Premier Typewriter Company at Cleveland, Ohio, as city salesman. He spent five years with this concern selling their machines in Cleveland, Minneapolis, Duluth and St. Paul, when he was promoted to manager of the Portland branch. This was three years ago, and he held the job down with honors during the time that has elapsed since. He increased the business of his company steadily from the time he took hold without increasing the expense and succeeded in bringing it into sixth place in a list of forty-one successful offices in the international selling contest of 1905 and fifth in a list of 33 offices showing gains in 1906 over 1905.

Most Stationers and Dealers

are now selling our **DESK TICKLER**
ARE YOU?

It pays to handle the Perpetual Desk Tickler

It will lay before you each morning a full and complete memoranda of what you have planned to do on that day.

It will remind you of promises you should keep, obligations you should meet, orders to be followed up. It will keep you in intimate touch with every detail of your business—never let you overlook a single item.

It will help you to plan, systematize and lay out your daily work.

One compartment for each day of the month. File papers ahead under day requiring attention. Folders turn from top to bottom position (see 2d cut) so **current day is always on top.** Loops holding folders together are adjustable to desired thickness.

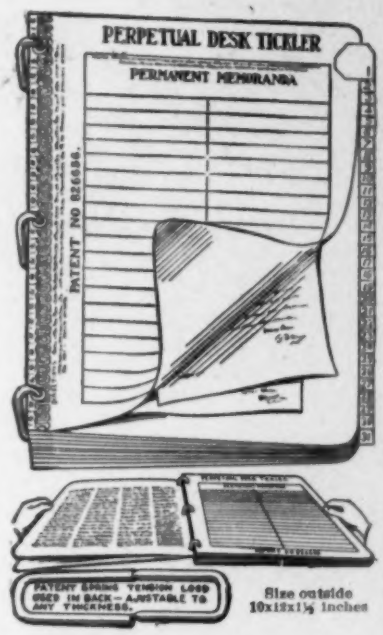
On the back of each Folder is printed much valuable information, such as Postage Rules and Rates, Values of Coins, Weights and Measures, Legal Holidays, Rates of Interest, etc. Things you want to know every day.

Tickler is made of strong blue Jute Bristol Board, Linen Tabs and Nickel Loops. An ornament to any desk. Thousands have been sold in the U. S., Canada and England.

Testimonials:—The largest retail store in Chicago writes: "We have seen your Tickler. Ship us 500."

St. Anthony & Dak. El. Co., Mpls.: "We are using a number of them. Handiest thing on desk we ever used. They save many discounts, errors and delays. Send us 12 more."

W. R. Ludlow, Birmingham, Eng.: "Am using one of your Ticklers. I enclose 1 pound Ster. Ship 3 for Register to Lord Bishop of Birmingham."



Size outside 10x12x1½ inches

For sale by stationers in almost all active cities. Price, $1.50.

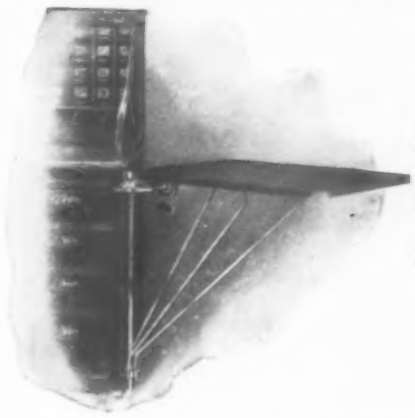
AGENTS WANTED—LIBERAL TERMS.

A. B. Farnham Printing & Stationery Co.

Mention this Magazine. **MINNEAPOLIS, MINN.**

Meilink's Swinging Desk Stand

Rigidity is its superior quality. No strain on your knees.
Can be locked solidly in any position.
No knee-rest or braces needed.
Any writing machine can be operated on it with the same speed as if it were on top of a desk.
Can be used on either side of a desk.
It gives the needed desk-room for reference books, card boxes, typewriter, etc.



THE ONLY STAND WITH A POSITIVE LOCKING DEVICE

By a quarter turn of a large thumb-screw the stand is positively locked in any position.

Tops enameled steel, golden oak or mahogany finish; your option. Size 14 by 18 inches.

The rods and hinges are finished in nickel, oxidized copper or black enamel.

These stands are perfect in finish and construction.

Oxidized Copper Finish - - -	$4.00
Nickel-plated Finish - - - -	4.00
Enameled, three coats, polished -	3.50

Send for our Catalogue of other good sellers.

THE MEILINK MANUFACTURING COMPANY
TOLEDO, OHIO, U. S. A.

"A LEADER FOR YEARS AND A LEADER TO-DAY AS WELL"

"COBWEB" "SATIN FINISH" "GOLD SEAL" **CARBON** **PAPER—As well as my many other good brands**

are known the world over where typewriters are used. So are

"SATIN FINISH" and "GOLD SEAL" RIBBONS
UNEQUALED QUALITY

always the same in high standard to-day—yesterday—to-morrow has won for these goods their place.

LITTLE'S CARBONS

are sold by dealers in all parts of the business world, with Distributing Offices in

CHICAGO NEW YORK PHILADELPHIA
PITTSBURG LONDON, England CLEVELAND
WASHINGTON, D. C.

The New York Office is a spacious ground floor store at
287 Broadway, Corner of Reade Street
the largest, finest and best equipped office in the world devoted solely to Typewriter Supplies. Dealers, Typewriter Men, Purchasing Agents always welcome.

A. P. LITTLE, Main Office and Factory, Rochester, N. Y., U. S. A.

DUPLICATING MACHINES

(By Special Correspondence.)

New York.

H. P. Marshall, formerly manager of the Philadelphia branch of the Multigraph Sales Company, has been appointed manager of the New York City branch in the place of Mr. Stafford, recalled to Cleveland.

CATCHES KING OF MUSKIES AFTER BATTLE IN WATER.

Daniel McAurther Ties Lines Around Self When 67 1-2 Pounder Upsets Boat and Lands Monster Fish.

Silver Lake, Wis., July 15 (Special).—Pitting his swimming powers against those of a monster fish in an hour's battle, Daniel McAurther, of the L. C. Smith & Bros. Co., landed the monarch muskellunge of Silver Lake, a sixty-seven and a half pounder, and won the championship of the region for his club, "The Tanks."

Mr. McAurther was trolling when the huge muskie "struck" and the fight was on. The line caught the bow of the boat and it was overturned, but the valiant fisherman tied the line about his ample waist and started for a companion's boat. A life-line was thrown him and after a brief battle he was pulled to safety, and the fight was renewed, Mr. H. W. Ralph, the rescuer, lending his aid. In spite of the best efforts of both the water king kept up his fight for half an hour before he could be drawn up to the side of the boat and shot.

In his mammoth jaws were found two spoon hooks besides a miscellaneous collection of typewriter bars, proving conclusively that this scaly beauty had been angled for by various men of the typewriter fraternity before finally submitting to the master efforts of Mr. McAurther, and his able assistant, H. W. Ralph.

The last duty of this former ruler of Silver Lake was to furnish dinner for about seventy-five people, friends of Mr. McAurther and Mr. Ralph, after having been on exhibition in a place of honor where all the townspeople could gaze upon him in wonderment.

N. B.—This being a "fish story" its truth is not vouched for by this paper.—Editor.

PASSING OF THE MSS.

The typewriter is greatly harming the business of manuscript collecting, for in the future there will be no more manuscript, everything being typewritten.

The authors whose manuscript will ultimately be worth collecting, all, with hardly an exception, use the typewriter. Mr. Howells, Mr. Kipling, Joseph Conrad, H. G. Wells, Bernard Shaw, Mary Wilkins Freeman, Mark Twain—these authors' manuscripts would a century hence be of great value, but they will leave no manuscript behind them.

Some collectors propose to regard typewritten copy as manuscript, and to collect it accordingly. But they are in the minority. Their opponents point out that the typewritten matter may not even have been typed by the author himself, but by his secretary or wife, so that it has really no greater value than so much printing.

ENVELOPE FACTORY SHUT DOWN.

Work Practically Suspended, but Managers Confident That They Will Start Up Again.

The plant of the Hartford Manufacturing Company is practically shut down as a result of the action of the authorities in Washington in accepting the bid of the Mercantile corporation of New York for furnishing stamped envelopes and newspaper wrappers. Only a few workers are kept at the plant now. When the date for transferring the contract, July 1, came, General Manager Sloan estimated that the orders on hand would keep the plant going about ten days; these orders have been exhausted and there is but little more to do.

Present conditions are not expected to continue very long, however. The management of the plant is satisfied that the new company will not be able to handle the contract, and that eventually it will come back to Hartford, where it has been held for the past thirtythree years.

The contract calls for 3,600,000 stamped envelopes every working day; 30 per cent are plain, and the remainder printed for return with the address of the sender. The government takes orders for as small a number as 500 of the special return envelopes, and sends as many as 3,000 orders daily, using a carload of paper. The new company had no plant, only a short time ago, but was able to convince Postmaster-General Meyer that it could equip a plant at Dayton, Ohio, to do the work.

It is the belief of the local company that all will go well for a while, but when the orders begin to pour in on the company, they will soon be staggering under them, and the Hartford company will be called upon to supply Uncle Sam as of old.

Among the orders received by the new company are several calls for a new design of stamps. The new design will have as little on them as possible, thus making the denominations clear and distinct. They will contain the bust of either Washington or Franklin in simple bas-relief. There will be no printing on the stamps except the words "United States," and the denominations in figures and also in raised letters. The issue will consist of four denominations, 2-cent and 5-cent (Washington) and 1-cent and 4-cent (Franklin), the colors being green, red, blue and black.

ANY OLD STAMPS WILL DO.

By virtue of a new postoffice regulation put into effect recently the special delivery stamp, with its familiar but unnatural picture of a fleet-footed messenger boy on the run, is relegated to the list of obsolete institutions, useful in their day, but now no longer needed.

From this date it will no longer be necessary to buy a special stamp to insure special delivery. Ten cents in stamps of any denomination, in addition to the ordinary postage, is all that will be necessary to insure the transmission of letters and packages for special delivery. The change is made for the convenience of the public. Persons desiring to mail a special delivery letter, especially in the country, often times found it impossible to buy the special delivery stamps and hence were deprived of the benefit of this very convenient service.

Common sense is an office appliance, but it cannot be purchased or sold. One of the tasks of the office appliance dealer is first to use his own common sense, and then get other people to use theirs.

THE ENSIGN ELECTRIC

MULTIPLICATION,—results obtained in a few seconds by simply striking on one keyboard the multiplicand and on the other the multiplier.

ADDITION,— requires only the operation of keys, which depress but 3-16 of an inch and are very light action. The flexible keyboard allows the correction of errors instantly, and speed on this machine is only limited by ability of operator.

DIVISION,— is accomplished by the same simple means as is multiplication, and in this case, as in multiplication, the operator has a proof of correctness.

SUBTRACTION,— is just as simple as addition.

CAPACITY,— from 1 × 1 = 1 to 999,999,999 × 9,999,999 = 9,999,998,990,000,001.

Free trial of this machine will be given to responsible houses as soon as possible after receipt of request.

ENSIGN MANUFACTURING CO.
24 Milk St., Boston.
FACTORY AT WALTHAM, MASS.

The MEAD STATIONERS' STAMPING PRESS

Is used by nearly ALL PROMINENT STATIONERS for producing
FINE ILLUMINATED STAMPING

For this work it is unequalled because of its unusual
CONVENIENCE—ACCURACY—DURABILITY
These presses are made of Best Material and Workmanship

LEADING FEATURES:
Space back of die; long, straight bearing of slide; nut cut from solid casting; low point of contact of end of screw; positiveness of reversing of die and counter, and volute spring. **No adjusting to keep in working order.**
Presses I built 36 years ago are still in good working order.

Small Size will Stamp Dies 1½ in. square or 1 x 3 inches
Large Size will Stamp Dies 2 in. square or 1½ x 4 inches
WRITE ME FOR MORE COMPLETE DATA

A. G. MEAD, Machinist, 364 Atlantic Ave., BOSTON, MASS.

Originally Designed in 1868
Not Expensive but Very Good

"MARKWELL" TYPEWRITER RIBBONS

are made in ALL COLORS—copying and non-copying
FOR ALL MACHINES
The entire factory is devoted *exclusively* to the manufacture of Typewriter Ribbons—nothing else—just Typewriter Ribbons.
BI- and TRI-CHROMES PARTICULARLY RECOMMENDED.

DEALERS WANTED
In All Countries

Plain or decorated metal boxes at the same price.
FRANK BAYER
Specialist in Typewriter Ribbons
22 North Williams Street NEW YORK

The uses of

GLOBE AUTOGRAPHIC REGISTERS

are legion.

In the

STORE - OFFICE - FACTORY

they save

Time—Labor—Disputes—Money

For **Cash or Charge Sales, Invoices, Bills of Lading, Shop Orders, Requisitions, Delivery Tickets, etc.,** they provide the best system known.

If you use *any* kind of duplicate, triplicate or quadruplicate forms in your business, send us samples and let us show you how much better and cheaper a **GLOBE MANIFOLDER** will do the work.

THE GLOBE REGISTER COMPANY, Dept. "O," Cincinnati, Ohio

RIBBONS **CARBONS**

HIRAM STRAUS & CO.

Successors to DONOVAN & STRAUS

MANFACTURERS OF

INKED RIBBONS and CARBON PAPERS

We guarantee imported cloth in all the ribbons we manufacture. Will not accept orders for ribbons to be made from domestic fabric. Hundreds of the most successful stationers are our customers. You can build business with a first class Ribbon. Send for samples and quotations.

CARBONS—We manufacture only the best in Carbon Papers. Our Nosmudge and Gold Leaf brands are giving the trade the best of results. We have all kinds and sizes of Pencil and Pen Carbons. Send for samples and prices.

HIRAM STRAUS & CO.

To The Trade Only CLEVELAND, O.

TYPEWRITER INSPECTION CO. WE 317 BROADWAY, N.Y.

RENT SELL REPAIR INSPECT TYPEWRITERS

Rebuilt Machines at Wholesale—Illustrated Catalogue on Application

Special Wholesale Prices on Machines not Rebuilt

Cylinders Recovered, All Makes, 50 Cents

TYPEWRITER PARTS—WRITE FOR PRICE LIST

TYPEWRITER INSPECTION CO.

Established 1892

317 Broadway, New York City, N. Y.

J. E. THOMAS, President. **A. K. GOODRICH, Secretary.**

HURRAH FOR THE UNDERWOOD!

Attended by the blowing of horns, the shouting of enthusiasts and the waving of flags by a crowd of 400 people the Underwood base ball team lowered the colors of the Remington team last Saturday at Underwood Oval.

Never before in its history has the Underwood base ball club had so much reason for rejoicing as on that occasion. From the moment Umpire Allard called "Play ball" there was no doubt as to the ultimate result of the game.

Long before the game started the stands began to fill up with a host of charming and gayly attired ladies who were prepared to shout and shriek for their respective teams. Each one was supplied with a silk American flag, contributed by the Underwood Typewriter Co., which added to the brilliant colors of their dresses and lent a dazzling aspect to the field.

Nor were the male adherents less gay, for everyone of them had on their best, and between their shouts and the blowing of horns, a din was made that could be heard miles away.

Pandemonium reigned in the second inning when an avalanche of hits, produced by Underwood bats, caused Watson, one of Remington's crack pitchers, to retire from the box. Gatewood, another star, was forced to vacate the slab in the sixth inning, after eight runs had been secured off his delivery. McGibney, who finished the game for them, had a fast inshoot that our boys could do nothing with.

Lear kept the Remington boys guessing with a brace of curves that cut the plate on all corners, until the seventh inning when his arm weakened and he retired in favor of Vaughn. Mulhall played his usual phenomenal game at first base, making two one-hand catches of bad throws that brought forth much applause. The playing of Gatewood, De Rango and Regan of the Rems, and Vaughn, Burns and Flannery were the features of the game.

Mr. Payne, manager of the Rems, wore a pained expression after the second inning, when the Underwoods scored five runs, and could be seen thereafter whispering words of encouragement to his plucky team. Mr. Becker, whose management of the Underwood team has brought them home a winner of 7 out of 8 games, was located behind an expansive smile and had nothing to say.

When the last man was put out in the ninth inning the Underwood adherents set up a whoop and howl that was perfectly deafening, for nothing was so pleasing to their eyes as the Remington scalp that dangled harmlessly from the players belts.

Now that the first combat is over the Underwood boys expect to administer the same dose to the Rems when they meet again on the 17th of August for the second game of the series. So "until then," "Hurrah for the Underwoods!" The score card reads as follows:

UNDERWOOD.

	AB.	R.	H.	P.O.	A.	E.
Vaughn, rf., p.	5	2	2	2	0	0
Crooks, ss.	5	1	2	3	0	1
McCormack, cf.	4	1	0	1	0	0
Flannery, lf.	3	2	1	1	0	0
Mulhall, 1b.	4	2	2	7	0	1
Schramm, c.	5	1	0	9	3	0
Burns, 3b.	4	2	1	3	2	0
Hamlin, 2b.	4	2	2	0	1	0
Lear, p., rf.	4	0	2	1	3	2
Totals	38	13	12	27	9	4

REMINGTON.

	AB.	R.	H.	P.O.	A.	E.
Stemmerman, lf.	5	1	1	0	0	0
Regan, 3b.	4	0	0	2	4	1
DeReamer, ss.	2	0	1	1	2	2
Foote, cf.	4	1	0	2	0	1
Gatewood, 1b., p.	4	2	1	5	1	0
Watson, p., 2b.	5	3	2	2	2	2
De Rango, c., 1b.	5	0	4	7	1	1
Reader, 2b., 1b., ss.	5	0	1	5	1	1
Dixon, rf.	3	0	0	0	0	0
McGibney, p.	2	1	0	0	0	0
Totals	39	8	10	24	11	8

Remington .... 0 0 1 1 0 2 3 0 1..8
Underwood ....0 5 0 1 7 0 0 0 x..13

Three-base hits, Flannery, Lear; Two-base hits, Watson; base on balls, off Watson, 1; off Gatewood, 1; off Lear, 4; off Vaughn, 2; struck out, by Watson, 2; by Gatewood, 3; by McGibney, 2; by Lear, 4; by Vaughn, 3; wild pitches, by Watson, 1; Gatewood, 1; Lear, 3; balk, Lear; hits off Lear, 6 in 6 1-3 inn.; off Vaughn, 4 in 2 2-3 inn.; off Watson, 5 in 3 inn.; off Gatewood, 7 in 4 inn.; stolen bases, Derango, 4; Vaughn, Crooks, McGibney, 2; Flannery, Schramm, Burns,, DeReamer, Regan, Stemmerman, Gatewood, Watson, Reader, Dixon, Mulhall; left on bases, Remington, 9; Underwood, 5. Umpires, Messrs. Allard and Hamilton. Scorer, C. B. Corcoran.

500 FOUNTAIN PENS CONFISCATED.

Montreal Customs Authorities Seize Consignment From the Premises of an Alleged Smuggler.

Five hundred fountain pens form the latest addition to the loot of the customs officers. These pens were found in possession of a man who gave his name as W. B. Feurst, and, as the formality of paying duty upon them had been neglected, the pens were confiscated and now rest in the store rooms of the department.

Complaints had reached the department that this man had been smuggling pens into Canada. His headquarters were, it is stated, in Montreal. His mode of operation is claimed to have been very simple. He merely crossed the border, it is alleged, disposed of the pens about his person, then recrossed into the United States.

The officers who investigated the case went to a place in St. Lawrence street and found 500 pens there. These they took charge of. Feurst paid one visit to the custom house to see what had happened, but he failed to return.

The pens have an invoice value of $1 each, so that the lot is worth $500. The duty upon these pens is 27½ per cent.

The confiscated pens will be offered for sale, but to prevent unfair competition they must realize the invoice price plus the duty. If this price is not secured, the pens will be destroyed.

TO MANUFACTURE TYPEWRITERS.

The United States Typewriter Company of the Village of Jamaica, N. Y., has been incorporated with the Secretary of State, with a capital of $600,000, divided into shares of $100 each. Of this amount the sum of $200,000 is to be seven per cent non-cumulative preferred stock. The directors of the company for the first year are as follows: M. J. Katz, T. A. Levy, G. T. Van Valkenburgh, J. D. Mason, Henry Siegrist, Jr., F. W. Elder, Joseph G. Switzer, Walter Laier and B. F. de Frece, of New York City.

Procures Checks and Drafts For You
Protects Checks and Drafts For Customer

DEFIANCE
Check and Draft
PROTECTORS

Only $15.00

The Defiance method *cuts* the fibre of the paper and *saturates* it with *indelible ink*, stamping across the face of the check the words
NOT OVER FIFTEEN DOLLARS $15★
WARRANTED and Sells for Only $15.00

DEALERS—LISTEN

There is no office device that you can mention which is so thoroughly perfect as this one. What is more, it sells for only about half what other similar protectors sell for, yet does the same work. We have some dealers who are doing a big business with it. So can you. Every man or firm with a bank account wants one. Here is a great chance for active and hustling office appliance dealers and stationers to add to their income.

TO FOREIGN DEALERS

We make the Defiance for the money of all nations. Write us; learn what we can offer you. Sample impressions and full particulars sent free.

USED BY U. S. TREASURY DEPARTMENT

THE DEFIANCE SYSTEM of protecting checks and drafts is now recognized as the only absolute and sure protection against the forger and check raiser. It has been adopted by the United States Treasury Department, and is used by banks and business houses the world over.

WRITE TO-DAY—BEGIN TO SELL IN A FEW DAYS
It Will Increase Your Bank Account—LIBERAL DISCOUNTS

DEFIANCE MACHINE COMPANY, 69 EAST MAIN STREET, ROCHESTER, N. Y.

To the Typewriter TRADE ONLY

While They Last

700 Second-hand Remingtons
Nos. 6 and 7
PICA TYPE
Between 50,000 and 100,000 Series
AT SPECIAL PRICES

These machines are in the Rough but are in fair condition and complete as to parts.

TERMS 10 PER CENT WITH ORDER, BALANCE BY DRAFT ON B/L.

General Typewriter Exchange
Wholesale Typewriters
21 MURRAY STREET NEW YORK CITY

WE WANT TO INTEREST A FEW

STATIONERS of the better Class in the U. S.

We have a proposition that should interest any real wide-a-wake supplier of business office needs.

A source of **PROFIT**

WE control a newly invented "off set" **lithographic** press which we operate exclusively, that does finer work than any "stone" press and we do not have to dampen the paper —notwithstanding the superiorty of the work, its cost is not greater than the cost of work produced in the ordinary way.

We can take care of a *limited number of trade accounts.* **Write for Samples.**

EASTERN LITHO CO.

NEW YORK CITY **65 CLIFF STREET**

BLICKENSDERFER Typewriters

Unite the Good Points of other makes at about half the usual prices

Visible Writing

Column-Tabulator

Interchangable Type

Back-Spacer

NEW No. 8 MODEL

Send for Catalog Thirty-two

The Blickensderfer Mfg. Co.

STAMFORD, CONN.

The TIME RECORDER

(By Special Correspondence.)

Binghamton, N. Y.

The employes of the assembling department of the International Time Recording Company, with their wives and children, enjoyed themselves on July 13th by taking a ride to Endicott and "the Casino," where they had a friendly game of baseball under the management of their foreman, Mr. E. H. Daggs. The married men winning out against the single men. The score was 14 to 11.

After visiting the new factory, their future workshop, all returned to the Casino, where a lay-out of refreshments and cigars were awaiting. After viewing the fireworks all returned much pleased with the afternoon's outing.

* * *

The annual convention of the agents of the International Time Recording Company will be held at Endicott during the week beginning Monday, August 19th. General Manager Harlow E. Bundy fixed the date for the meeting and cabled the information to the European agents. The convention will be held at the new plant at Endicott and will be attended by about fifty agents.

"Office Appliances" hopes to have the pleasure of reporting this affair in full in our next issue.

Chicago, Ill.

Mr. Wells, formerly of the Burroughs Adding Machine Co., in Chicago, joints the International Time Recording Co. in their Chicago office.

* * *

Several new recruits to the time recorder business have ben reported recently from various parts of the country, and indicates that this business is interesting some of the old typewriter and adding machine men.

* * *

The J. H. Wilson Company, Chicago agents for the Syracuse Time Recorder Company, are now located in their new quarters and are much pleased with the excellent lot of neighbors who have been attracted to the district which is now recognized as the office appliance and equipment district of Chicago.

Rochester, N. Y.

For the purpose of manufacturing machines to automatically furnish facts regarding time and cost of labor by the day, week or month, the Block System Time Recording Company of Rochester, was incorporated recently.

Actual manufacture of the machines will not begin until after October 17th, when the company have planned to make their public appearance at the National Business Show at Madison Square Garden.

It has not been definitely decided where the factory will be located, although Rochester will be selected if a suitable central location can be secured. Syracuse is anxious for the plant.

The officers of the new company are: William D. Hawley, inventor of the Hawley Time Register of Syracuse, as President; Wm. F. Hitchcock of Rochester, Vice President; Joseph F. Hitchcock of Philadelphia as Secretary and Treasurer.

TIME RECORDER NEWS.—Continued.

Syracuse, N. Y.

The W. H. Bundy Recording Company, of which the late W. H. Bundy, formerly of Binghamton, was President, and in which his son is now interested, will enlarge its Syracuse plant this Summer. The company has asked for bids for a group of buildings to cost about $10,000.

Mr. G. Osgood Andrews, president of the Company said recently that arrangements had been perfected for a large increase in the capitalization and that the additional capital is to be used in developing and expanding the business. The facilities of the present plant are not equal to the requirements of the business.

The company owns property adjoining its present plant which will be used in building the additions. The Bundy Company's output consists of card time recorders and adding machines.

In increasing the output of machines employment to many more skilled mechanics will be given.

* * *

The Syracuse Time Recorder Company, Syracuse, N. Y., are getting out a handsome new catalogue which they expect to have for distribution very soon. They have also turned out some very good printed matter in the way of circulars, one of which bears a cut of old Father Time with the hour-glass in one hand and a metal-cased Syracuse Recorder in the other. The new management is busy making improvements in the factory and forming a thorough organization throughout the entire country.

* * *

Wm. D. Hawley in commenting upon the organization of the new Block System Time Recorder, said that the new company would not infringe on any patents of the original Hawley clock, but that both companies would work in harmony. The new card system as used in the Block System Time Recorder, was invented by Mr. Hawley and later perfected with the assistance of Wm. F. Hitchcock of Rochester, who is vice-President of the new company.

The new recorder works mechanically and can be adjusted to register at any time, all running according to the clock. It is impossible to "beat" the machine. Patents are now pending to protect the idea.

Worcester, Mass.

The Simplex Time Recorder Co., of Gardner, Mass., are making some strides that are worthy of mention. The company was incorporated in 1902 with E. G. Watkins, Pres.; Milton A. Creed Secy. and Treas. Recently, through their representative, Geo. O. Sawin of Gardner, they have installed 40 Recorders with the General Electric Co., of Schenectady. Soon after 17 were placed with the Thompson-Houston Co., of Lynn, Mass., and still another contract for 16 recorders were sold to Aco & Pettee Machine Works of Newton Upper Falls, Mass.

Their factory which has already been enlarged several times, will need more floor space if Mr. Sawin continues to make happy customers.

Business is like a horse race. The noisiest merchant is not always the one that wins, it is the man who applies himself to his task and makes good every day. In a horse race, a long shot that has been doing good work through the seasons usually carries off the Derby.

Built as a Chair Should Be

20th CENTURY BACK RESTERS

Office and Typewriter

CHAIRS

THE ADJUSTABLE SPRING BACK

Can be instantly adjusted forward or backward by simply touching lever. May be raised or lowered at will, placing

THE BACK SUPPORT
Just Where you Need it

WE GUARANTEE better results through their use, for with comfort more and better work is done.

Chairs sent on approval to responsible people, and if not found all we claim for them, may be returned at our expense.

Send for FREE CATALOGUE showing 30 styles.

Most Dealers Sell Them. If you don't, you ought to know more about our line.

NONE GENUINE WITHOUT THIS TRADE MARK

LOOK FOR TRADE MARK ON UPRIGHT UNDER BACK REST

The Davis Chair Co.

S. N. McCLOUD, Manager

Dept. 2 Marysville, Ohio, U. S. A.

Modern Business Men buy the machine that measures up to every modern business need. They choose the

ALL the writing ALWAYS in sight

L. C. Smith & Bros. Typewriter

Because it gives them maximum speed, thorough efficiency, and more real useful service than any other writing machine made. It is the typewriter that satisfies in full.

Send for FREE Illustrated Catalogue.

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Branch Stores and Employment Bureaus in all large cities.

COMMERCIAL STATIONERS' SECTION OF "OFFICE APPLIANCES"

REVIEWING the Field of Specialties, Staples and other Office Supplies of particular interest to the Commercial Stationer.

GUIDING the modern Stationer in the sale of office appliances. Showing how to successfully handle such and other goods of the trade.

Officers of National Association of Stationers and Manufacturers of the United States

Elected at St. Paul, Minnesota, July 18, 1907

President—Wm. J. Kennedy, of the Kennedy Printing and Stationery Company, St. Louis.

First Vice-President — Emil Berolzheimer, of the Eagle Pencil Company, New York.

Second Vice-President—W. S. Gilkey, of the Brooks Company, Cleveland, Ohio.

Third Vice-President — Wm. H. Kistler, of W. H. Kistler & Co., Denver, Colo.

Treasurer—Abner K. Pratt, of J. L. Fairbanks & Co., Boston, Mass.

Secretary—James T. Lacey, of the Woodward & Tiernan Printing Company, St. Louis.

Auditor—Charles A. Stevens, of Stevens, Maloney & Co., Chicago.

DIRECTORS FROM MANUFACTURERS

Wm. R. Boorum, of the Boorum & Pease Company, Brooklyn.

Wm. A. Pike, of the Eaton-Hurlbut Paper Company, of Pittsfield, Mass.

O. H. L. Wernicke, of the Macey Company, Grand Rapids, Mich.

Preston Pond, of the Dennison Manufacturing Company, Boston.

Wm. Rodiger, of the Sanford Manufacturing Company, Chicago.

Louis Reckendorfer, of the American Lead Pencil Company, New York.

Ralph B. Wilson, of the C. S. & R. B. Company, Chicago.

Charles S. Kiggins, of the Kiggins & Tooker Company, New York.

John H. Williams, of the United States Playing Card Company, Cincinnati, Ohio.

J. B. Irving, of the Irving-Pitt Manufacturing Company, Kansas City, Mo.

DIRECTORS FROM STATIONERS

Charles H. Mann, of the William Mann Company, Philadelphia.

John A. Schlener, of the John A. Schlener Stationery Company, Minneapolis.

Charles E. Falconer, of the Falconer Company, Baltimore, Md.

John Brewer, of H. R. Brewer & Co., New York.

Henry E. von Wedelstaedt, St. Paul, Minn.

George M. Courts, of Clark & Courts, Galveston, Texas.

Frank M. Dameron, of the Dameron-Pierson Company, New Orleans, La.

Mark D. Rider, of M. D. Rider & Co., Chicago.

S. S. Cope, of the Omaha Printing Company, Omaha, Neb.

Willis P. Whiting, of the Whiting Stationery Company, Buffalo, N. Y.

National Association an Important Body

Great Work Done at the Last Convention Proves the Value of Such an Organization to the Trade in General and Aids Members to Better Business Conditions.

For three days, from July 15 to 18, the National Association of Stationers and Manufacturers made history for the trade at St. Paul, Minnesota, and the greatest result of the entire meeting was the proof of the fact that the association stands for something and that what

HEADQUARTERS—ST. PAUL.
"When the hot is cold and the cold is hot."

it stands for is of the greatest possible benefit not only to the members but to the trade in general as well.

The "get together" idea that this magazine has urged hard for a long time was exemplified at this session and the great good that can be accomplished by any body of men engaged in the same line was plainly shown throughout the entire time the convention was in session. Every man engaged in the business who attended the meeting went home with ideas and additional knowledge that is to-day worth many dollars to him, and that in time to come will prove to be one of the most valuable and profitable investments ever made. The interchange of ideas and the opportunities for the members of a great business pursuit to get acquainted and learn how things are done in various parts of the country will last as memorials of this meeting and will do more to uplift and improve conditions in the trade generally than a great many times the amount of time spent in preaching.

One of the most gratifying signs was the marked enthusiasm that prevailed during the entire time, and this in itself was an evidence of the great value of the association to the members of the trade in general and was also an index to the feeling that prevailed among the trade and those present.

Delegates and visitors began to arrive as early as Saturday before the convention opened and many did not leave until Sunday of the following week. Old friendships were renewed and new ones formed, and the entire time was spent pleasantly and profitably. The corridors of the Hotel Ryan, which was headquarters of the convention, were filled with a merry crowd from Saturday night before the opening of the business sessions until Saturday following its close, and everybody not only had a good time but a profitable one.

This convention was the livest that has ever been held, and those who attended it made up the livest and most enthusiastic bunch of stationers and manufacturers that ever got together at one time, and with this combination it is no wonder that great things were accomplished and good work done that will have its effect on the business for years to come.

St. Paul Deserves Credit.

The St. Paul stationers and ladies are deserving of much praise and too much cannot be said for them in the manner in which they entertained and took care of their guests. From

TOWN AND COUNTRY CLUB.
The Ladies' Retreat.

the moment the delegates began to arrive until the last train pulled out taking them home they were feasted and entertained and shown the sights with such vim and vigor that there is nothing left in the twin cities to be seen or heard about that the delegates were not taken to by the various committees.

St. Paul stationers were voted by every delegate to be the best fellows in the world and their wives came in for as large a share of the praise and appreciation. F. O. McClain, chairman of the entertainment committee, together

with Mrs. McClain, proved themselves to be hero and heroine. If there is anything that these two people do not know about entertaining and taking care of visitors, it is something that has not yet been discovered. Both of these most pleasant people won a place in the hearts of every person who visited St. Paul and the indefatigable manner in which they, with members of the committee, worked to see that all enjoyed themselves was a tribute to the hospitality and good will of the members of the trade of the two cities. L. F. Dow, T. H. Williams and C. B. Osgood, all members of the committee, all deserve the highest praise for their kind offices, for there is possibly no harder place to fill at an affair of this kind than that of looking after the entertainment of the visitors.

Reception Committee Did Well.

The reception committee also should be congratulated for their good work and the manner in which they arranged for seeing that all visitors were taken care of when they arrived at the railroad station. D. S. Sperry, the chairman, is a past master at this and carried off his part like a major general. J. H. Williams, S. G. Gray and R. J. Maybell, the other members of the committee, also worked unceasingly and to their efforts was the success of the scheme largely due.

When the stationers picked their banquet committee they did so with sagacity that was most remarkable. They knew what they were doing, for they put D. S. Sperry at the head and backed him up with F. O. McClain and F. G. Leslie. This trio was without a doubt the

MINNEHAHA FALLS AND THE FISH STORY EVIDENCE.

best combination of three men for such work as could have been found anywhere in the whole country, and the way they worked and pushed the things producing the high success they attained proved the worth of the opinion of the men who were responsible for putting them there.

Consideration of the good work accomplished at the convention proves conclusively that these affairs are everything that the founders of the association hoped that they would be. The good fellowship displayed on every hand, the earnest way in which the delegates entered into the work and the joyous manner in which they partook of the entertainment features was gratifying to the officers of the association and to the members of the local committees who had the details in charge.

St. Paul proved to be a most advantageous place for the convention. The climate is ideal and the weather was fine every day. There was so much to be seen in and about the Twin Cities that every moment that the delegates had was taken up with sight seeing. Business always came first, and the clever arrangements that the ladies' committee made for taking care of the wives of the delegates while business sessions were being held solved a problem that has vexed delegates to conventions in other lines a great many times. Every man who had his wife went to the business sessions feeling secure that his wife was enjoying herself and was being well taken care of.

Pleasure did not interfere with business, for the entertainment committee had planned everything out so carefully that business was given its full share of time, and immediately following it came the fun. There were no side entertainments or other plans to interfere with business sessions, and in this way a great deal was accomplished and fully attended meetings greeted the officers at every session.

Delegates Registered Early.

When the first business session was called every one was ready for business. The method of registration that was carried out on Monday gave every delegate and visitor an opportunity to get his name on the roster and receive means of identification. This work was disposed of in one of the parlors of the Hotel Ryan Monday morning, and once disposed of, was out of the way for good. The systematic manner in which it was handled precluded all delay and confusion during sessions.

The board of control met at half past 11 Monday morning and registration began. Almost as soon as the books were opened the parlor filled up and every one who expected to attend the sessions stood ready to sign up and pay his ten dollars. The work took a remarkably short time, owing to co-operation of those who registered and those who had the work in charge. The work of distributing badges and getting the registration records in shape took the greater part of the day.

Monday evening some interesting talks were heard at the session held for the traveling men present. About seventy-five gathered in the large room set aside for the business sessions and Ad Heyman, who acted as chairman, managed to keep things going in good shape. Uncle George Olney made a very interesting talk on the traveling man and held the interest of those who listened to him with his stories and his praise of the man who sells the goods. He maintained that the traveling man was the most important adjunct that the manufacturer or jobber has, for he is the man who makes the friends for the house and carries the goods from the house that employs him to the man who is going to sell them. He was applauded and shown great honor and consideration by the younger men who are following the pursuit at which he has been engaged for about half a century.

John A. Schlener of Minneapolis also spoke and he was followed by Fletcher B. Gibbs of Chicago, and later by ex-President Mann. Sam Meyer, Frank W. Bailey of Boston and F. O. Mittag were others who expressed their idea of the traveling man and his connection with the business of selling commercial stationery.

Work Began Tuesday.

Tuesday morning the real business of the convention began, and the first session was called to order at 10 in the morning. Ex-President Mann presented his report for the year just closed and showed that the association was enjoying marked success in every way, and that it had made great progress since the previous meeting. He also pointed out some points that had to be looked to for the improvement of the association and for the purpose of seeing to its finances. His report was well received and was gratifying in every way. The reports of the other officers were presented and ordered filed. The balance of this session and the evening session was given over to the reports of the various committees on the different lines carried by the members of the trade.

Wednesday morning the meeting was called to order at 10 o'clock. Necessary committees were appointed and the work began. The convention committee reported and the speeches followed. The first speaker was Fletcher B. Gibbs of Chicago and he was followed by the others who had been chosen previous to the meeting. There was no business session in the afternoon and the local committee took the delegates and the ladies on chartered cars on a trip around St. Paul and Minneapolis, out to Minnehaha Falls and returned to St. Paul in the evening, took a boat for a ride up and down the Mississippi, had a most delightful supper on the boat, and the delegates then returned to their hotels about midnight.

Officers Elected.

Thursday was red letter day for business. Everything was carried off in ship shape and in record time. The nominating committee reported and the secretary was instructed to cast a white ballot for the entire ticket. This was done and the new officers were immediately installed. The annual banquet was held at the Hotel Ryan at 7:30 o'clock and while this was going on the ladies were being entertained at a

THE CONDUCTOR.

THE ENTERTAINERS.

musicale and lawn fete given by Mrs. D. S. Sperry.

Many of the speeches of the various officers, chairmen of committees and speakers on the regular program were full of matters of the greatest value to stationers everywhere. They were the essence of years of experience and the lessons they taught are worth the close study and attention of the men engaged in the retail business everywhere. Owing to the fact that it would be an almost impossible task for a reader to go through all of them at one time or in one edition, we have arranged to print one or two each issue for a while until the best ones have all been printed. They will appear under regular heads and be presented in a fashion aimed to make it easy to peruse them and get the good out of them. The first of the series appears elsewhere in this isue.

WILLIAM J. KENNEDY

PRESIDENT

NATIONAL ASSOCIATION OF STATIONERS AND MANUFACTURERS OF THE UNITED STATES

ELECTED JULY 18, 1907

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1907

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Stationers Interested in Coming Show

Large Numbers Will Attend from Sections Distant from the Cities in Order to Get New Ideas to Help in Their Business.

Stationers around New York, as well as members of the trade in and around Chicago, are awaiting with interest the opening of the National Business Shows in order that they may have an oportunity to visit Stationers' Row and see the new things that apply exclusively to their own lines of business, as well as take in the general view of office appliances at the same time.

The idea has proved to be immensely popular and the management feels greatly appreciative of the support they have received from the stationers who are making inquiries daily as to the extent and magnitude of these exhibits. A large number of spaces have been set aside in both shows and have been liberally patronized by manufacturers.

Manufacturers of stationery lines and specialties will find this exhibition one of the most popular and profitable that have ever been held in behalf of the trade, for it will be the first time that an oportunity has been afforded for exhibiting to the public and to the trade the new ideas in these lines. Manufacturers will find it highly valuable as an opportunity to meet their trade, for the retail commercial station will be out in force. Large numbers of them have always attended the shows because of their general interest, but now that their own line has been given special attention they are showing more than the usual amount of interest, and it is safe to say that the New York and Chicago shows this year will entertain a larger proportion of actual commercial stationers who are the real distributors, than any exhibition of any kind ever before held.

Row Is a Good Idea.

The management of the National Shows realized that owing to the size of specialties generally, that manufacturers could not afford, as a rule, to take one or more of the full sized spaces mapped out for larger devices, yet they felt that there was a demand for space among stationery and specialty manufacturers, so they settled upon the idea of inaugurating the highly popular idea of "Stationers' Row." The result has exceeded expectations. Large commercial stationery houses from all over the country have written letters asking the management to give them full and complete particulars regarding the magnitude of the exhibits, as they desire not only to visit the shows themselves, but to have their employes do likewise. In the aggregate this means a great expense to the stationers, but they feel that if the show is worth while, it will be worth spending money to see.

H. A. COCHRAN.

Another idea they have in mind is the opportunities afforded to make comparisons of goods, and to learn of new ideas and goods they can introduce. They also depend upon it to get closer to the houses from whom they make their purchases and many will save their orders until they visit the shows so that they may see the goods under the most favorable circumstances before having them shipped.

The idea of a "Stationers' Row" is an excellent one, and the interest it has aroused and the response with which the stationers have greeted it, shows that it has been something long sought, and the permanent shelving of the idea of holding a stationery show in connection with the convention, makes this idea appear the stronger and better for the men who manufacture and the men who sell at retail.

A large amount of matter has been sent out on this particular portion of the show and everything has been done to boom it to a point where it will set the pace, and manufacturers are interested in seeing it succeed as well as are the retailers. This will be the best opportunity presented to the manufacturers to exhibit their wares, and for the commercial stationers to see and buy them that has ever been afforded, and these two reasons are contributing to the full and complete success of the venture.

The interest in New York is very active, and special arrangements will be made to take care of the Stationers' Association and of all associations and individual members that pay the show a visit. Features for the interest of stationers alone will be carried on in this section of the show and everything under the sun that the managers can figure out to help its popularity will be done with a vim and vigor that characterizes the people who are behind the movement.

As usual a stationers' night will be held in both Chicago and New York, and all the clubs and other stationers' organizations will be especially invited to attend in order that as many may be gotten together at that time as possible. Stationers' Row will be a scene of great activity on these occasions and the location as well as other advantages offered will make this part of the exposition one more often visited than any other single section. The stationers who are planning exhibits are also planning to give away a great number of souvenirs. This in itself will make the Row popular not alone with the public but with the commercial stationers as well.

Personal, Impersonal and Otherwise

Being a Few Observati ns of What Happened, How They Happened and Who Was Responsible for Them, at the Big Con tion of Stationers and Manufacturers.

Boston would have been inadequately represented if Frank W. Bailey of Thorp and Martin had stayed home. He is the "big noise" around home and came in for a great deal of attention at St. Paul.

* * *

Bert A. Allen of Chicago made a host of new friends at St. Paul. He is so popular that he had a hard time keeping up with his dates anyhow, but even this did not deter him from lining up some new ones at the convention.

* * *

R. P. Andrews, of Washington, D. C., can dance some—well, I guess—Did anyone see him sit through a single dance on the boat? If they did they were seeing double.

* * *

W. Y. Arington, who is on the traveling staff of Seiber & Trussell, did some traveling at St. Paul. He kept the pavement in the corridor of the hotel hot with the friction of his soles against the marble.

* * *

"Rube" H. Baxter of A. A. Weeks-Hoskins, New York, gave away the secret of his nomenclature at the convention. He says he didn't earn the appelation "Rube" because he had hayseed in his hair but because Fletcher B. Gibbs didn't know his real name and didn't like the Baxter part of it.

* * *

W. D. Bevin of Borum and Pease always makes a hit but this does not necessarily mean a "touch." He showed the generous spirit he possesses by his offer to help pay for distributing the reports of the convention. No matter whether his suggestion goes through or not, it shows where his heart is located.

* * *

A. Earl Boice of the Hoosier Printing Company proved that the article preceding his name was not the correct one. Some who saw his card thought it should be "An" but after they got acquainted with him they knew it ought to be "The" for he is "the" and "only," and he was accompanied by his very interesting and charming better-three-quarters.

* * *

H. B. Brooks of Cook & Cobb, New York, who was Sergeant-at-Arms made himself heard every time he found it necessary. His military bearing and his knowledge of parliamentary law makes him an ideal member for the place he so ably fills.

* * *

A. H., better known as "Bert" Childs, went to St. Paul for two things, first to have a good time, and second to attend the convention.

For those who saw him, it is needless to say that he lived up to his reputation by making good.

* * *

Harry A. Cochrane of the National Business Show Company, New York, was about the busiest man in St. Paul for a few days. He divided the time into three parts. First, chasing the postman and searching him five times a day in pursuit of a blue envelope containing sachet powder and pink sentiments. Second, seeing that unescorted ladies at the convention were not permitted to fall off the street cars or go begging for an escort across the wet streets, and third, shaking hands and increasing his circle of friends. If Harry Cochrane didn't manage to have a good time, it wasn't his fault. He made a host of new friends and everybody who went to St. Paul knows more about the Business Show than they ever did before.

* * *

Sidney E. Collins of Cameron-Amberg, Chicago, kept the party that he was with on the train from Chicago busy every minute. He proved to be a good companion and a jolly good fellow all around. "Was he down hearted? No! ! ! ! !

* * *

George M. Courts of Galveston, Texas, was busy shaking hands every day the convention was in session. He is one of the"big boys" in more ways than one in the stationery business and he made his presence felt at the convention.

* * *

James A. Dorsey, of Dallas, Texas, had only one trouble. He had a hard time keeping warm. He was seen early every morning and late every night taking violent exercise in an endeavor to get his blood in circulation. As a lightweight (in avoirdupois)) Dorsey cannot be said to have won any medals.

* * *

Louis F. Dow of St. Paul, Minn., did a whole lot to add to the fame and good reputation of St. Paul Stationers. He was voted by all who met him a mighty good fellow.

* * *

"St. Louis, St. Louis, Oh, yes; oh, yes." This cry always led the hearer to George E. Deyson. With Mrs. Deyson they were one of the jolliest, best natured and best liked couple who attended the convention. Deyson is a corker and there is no argument about it. His good nature made him known to every man and woman who attended the convention.

* * *

H. D. Eddy of the Howard Hunt Pen Co., who belongs in Chicago when he is home, enjoyed the banquet immensely if appearance counts, and he recalled his college days by joining lustily in the various "yells" that emitted from the throats of the banqueters.

* * *

A. E. Eggert, Chicago Manager of Yawman & Erbe, noticed the changes the old town had made in fifteen years, he said. When Eggert was in St. Paul before it was on his honeymoon, and the statement that he noticed changes in the place is doubted by some of his friends. What he really meant was that fifteen years ago he spent his honeymoon in St. Paul and now he was there to see something.

* * *

Eberhard Faber of New York attended with Mrs. Faber. They both entered into the spirit of the merry making with zest and vim, and Mr. Faber was an interested listener to all that took place during the business sessions.

* * *

Theo. L. C. Gerry is always popular. His paper read before the convention will make him a much remembered man for a long time.

* * *

"Andy" Geyer with Mrs. Geyer spent a pleasant week at the convention. "Andy" met and shook hands with a host of his old friends, and between renewing old acquaintances, having a good time, and making new friends he did a whole lot of good hard work.

* * *

Fletcher B. Gibbs was probably the most talked of man at the convention aside from the president. He is beloved by every member of the association, and is a most indefatigable worker. How he has time to attend to the affairs of the association in addition to the immense amount of work he does besides is a matter of wonderment to his host of friends.

* * *

W. S. Gilkey was popular before he went to the convention. He added to his popularity while he was there, and now he is more popular than ever. He will be heard from many times during the life of this association.

* * *

L. A. Hawkes of C. Howard Hunt Pen Company, Camden, N. J., was referred to by some of his close friends at the convention as "Hawkes-shaw the Detective." It appears that he won this title during his many years selling pens, but rounding up a large number of pen thieves throughout the country.

* * *

Ad. Heymann of the Eagle Pen Company is one of the oldest road men (in years of service) who attended the convention. He is a booster from the ground up, and did a great deal to make the convention successful.

* * *

F. O. Hubener of the Pioneer Press, St. Paul, mixed with the visitors from the opening session and was mistaken many times as a representative of the editorial end of the newspaper rather than the man who looks after their supply business.

* * *

J. B. Irving of Irving-Pitt Co., Kansas City, "Uncle George's Boss," was one of the best natured fellows that ever struck St. Paul. He and Uncle George added a large measure of fame to this progressive western loose leaf house.

* * *

Evan Johnson, who represents the American Stationer, accompanied by Mrs. Johnson, enjoyed every detail. Johnson did some fine work in covering the convention for his paper and had Junius Wood, a well known Chicago newspaper man, with him to help write what happened.

* * *

Harry S. Jones of the Jones Improve, Chicago, buzzed around among the delegates and left an impression that was pleasing.

* * *

"Big Bill" is the name many of W. J. Kennedy's friends called him by. Some suggested that with the new dignity that had been added by suffixing to his name the word "president" the "Big Bill' business would have to cease. However, he said he wouldn't feel comfortable any other way than just "Big Bill."

* * *

T. C. Keyes of the L. E. Waterman Pen Co., had everybody wearing a Waterman book mark during the excursion to Minnehaha Falls. His general popularity among the trade and those who know him steadily increased from the time the convention began. He is a good, big hearted, popular fellow who fits anywhere.

* * *

James T. Lacey of Woodward & Tiernan, St. Louis, has sworn a horrible oath to get even with "Carbon Paper Deyson" on the trip to Boston. Deyson said that Lacy had let loose of some burning words in telling what a good fellow Kennedy is, and that some of them had spilled over and were in danger of setting the bed covers in the berth on fire. To avoid a conflragration Deyson got a seltzer bottle and took such precautions as he deemed would prevent a fire and panic in the car. Lacey was sleeping when the assault began, and dreamed he was being rescued when he awoke and found a gently flowing stream of seltzer water playing horse with his features.

* * *

Millington Lockwood upheld the honor of Buffalo, N. Y., by his presence at the convention. His talk at one of the business sessions was one of the good things that repaid the visitors for lostening to.

* * *

Charles H. Mann, the now ex-President, is the one most popular Philadelphian in the stationery trade. Too much appreciation can never be shown for the work he has done in behalf of the association, and he is proud to have been its past officer, but he is not one whit more proud than the stationers are to acknowledge his great worth as a man, a stationer and an organizer.

* * *

Secretary Charles R. Marshall had to leave before the convention was over on account of a death in his family. Sympathies were extended from all sides.

* * *

F. O. McClain of McClain & Gray has won for himself a place in the hearts of the members of the association that makes him stand ace high with everybody. McClain is a good fellow of the first water. The man who wrote the popular song "Everybody Works but Father," never heard of McClain, for if ever a man worked harder than F. O. McClain to make a bunch of delegates happy, the national Association wants to see him. His charming wife is deserving of as much praise and appreciation as it is possible to extend to her for what she did to look after the ladies, and neither of these interesting and charming people know how many more good friends they have now than they did before things happened at St. Paul.

* * *

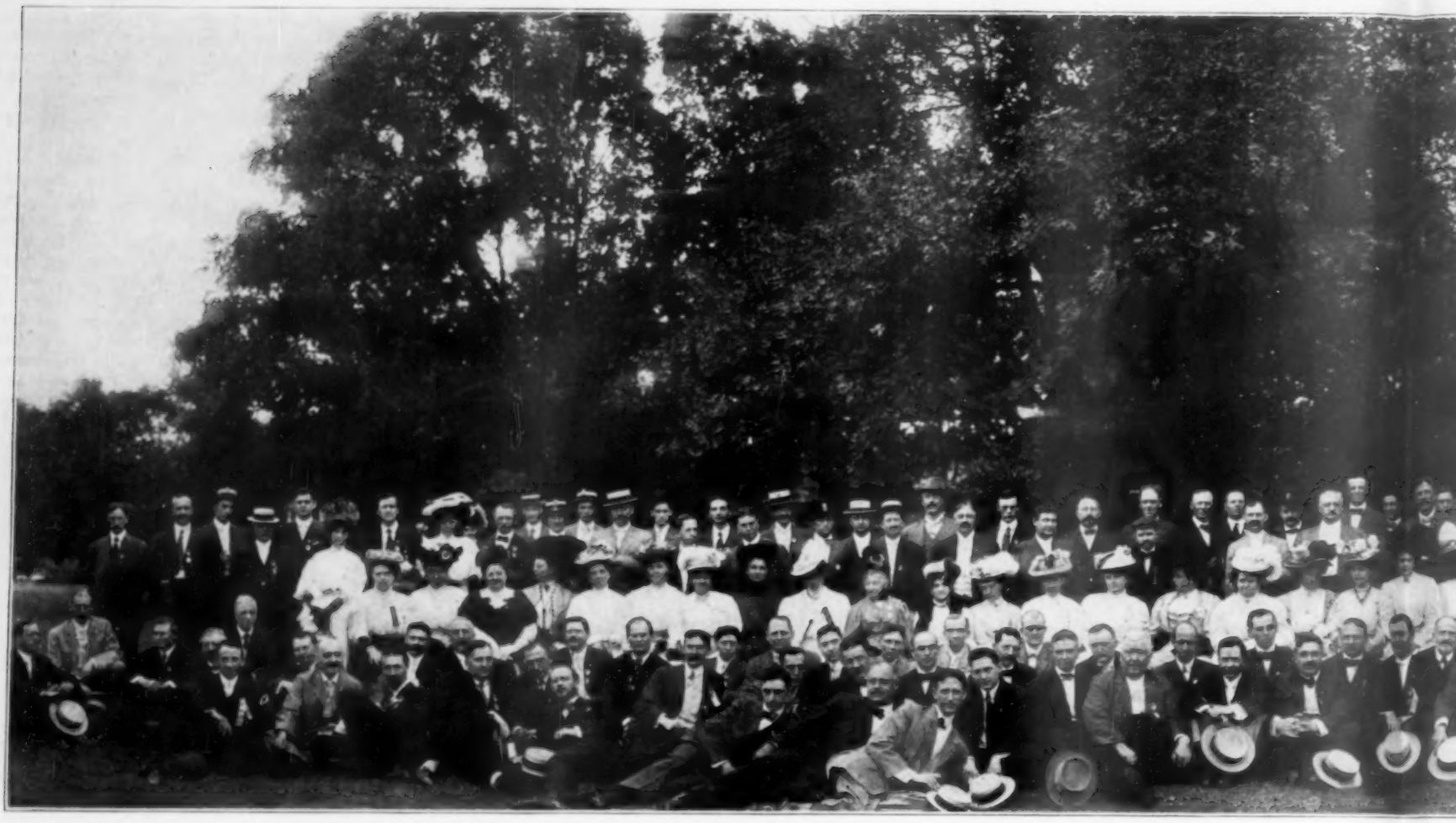
Alex McNiel was an interested spectator to everything that took place. McNiel has a most prosperous business at Winona and is hot on the trail of progressive ideas all of the time.

* * *

South America was represented by J. F. Reynolds of Stoll Stationery Company. He traveled a long ways to be on hand at the important sessions.

* * *

Harry C. McPherson was one of the busiest men ever seen. He is vice president of the John A. Schlener Co., of Minneapolis, and is a great shouter for the Twin Cities and the National Association.



NATIONAL ASSOCIATION OF STATIONERS AND MANUFACTURERS OF THE UNIT

C. G. Magee of the Rockwell-Barnes Co., Chicago, appeared on the scene Wednesday. A large number of people were asking for him which looks as though he had some friends.

* * *

Sam Mayer of Dixons didn't lose any sleep, but he was to bed late and up early. He had so many people to see that it kept him busy shaking hands.

* * *

Frank O. Mittag of Mittag & Volger made a hit with the traveling men. He is a great booster for the boys and for the association as well. In his little talk before the convention he paid a very nice tribute to the boys who sell the goods, and what he said came from his big heart.

* * *

Charles E. Moyer of Omaha says Omaha is a mighty good town, that the association is a fine thing, that all stationers are good fellows and that he will never miss a single convention so long as trains run and business continues.

* * *

Melville Mundell, Mittag's Man, accompanied the head of the well known carbon ribbon firm to the convention and did much to keep the name of his house before the visitors and to show them that he represented an organization that was first, last and all of the time for the commercial stationer and office appliance dealer.

* * *

Uncle George Olney did so many things of real interest during the convention that it would be impossible to chronicle them all. He was the youngest man who went to St. Paul if actions count. The ladies were very partial to him and he enjoyed it as much as he used to when he made his first trips, a half century ago.

* * *

G. B. Osgood, who looks after the local interests of the Dennison Mfg. Co., with Mrs. Osgood entertained a small party at lunch at Donaldsons, and later at Lake Minnetonka. The entire day was most delightfully spent by the entire party. Mr. A. R. Barndt, who is not a stationer but a mighty good fellow just the same, took the partv in his private launch all around the lake.

* * *

Robert D. Patterson of St. Louis was a much called for man and genuine sorrow was evidenced everywhere when he fell and injured his shoulder. It is gratifying to note that the injury was in no wise permanent.

* * *

Mark D. Rider of Chicago didn't try to pick any water lillies on this trip. He recounted that a quarter of a century ago he was making the same trip, and essayed to gather some of the pretty white flowers. He was not aware of the strength of the structure he was standing upon or the unstability of water lilly leaves, and if he hadn't been so tall the story might have ended differently. However, he felt the waters of the Mississippi around his neck, and he had a nice new suit on when it happened. He took no chances on a repetition this time.

* * *

F. W. Risque of Seiber & Trussel, St. Louis, was long on parliamentary law, and he is also long on loose leaf systems. He took a deep interest in everything that transpired, even the dancing.

* * *

Charley Stevens of Chicago caused no end of laughter wherever he happened to be, whether in the convention hall or with the ladies on sightseeing tours. His fund of wit seemed never to be exhausted and he was popular in all quarters.

* * *

T. J. Sullivan of Brown & Besley, Chicago, would not have missed that convention for a good deal and then some. The trip up was so pleasant for him, owing to the kindnesses of the ladies in the party, that he thought it wasn't half long enough.

* * *

J. W. Thomas of the Vacuo Static is a man who leaves a pleasant impression wherever he goes, and he made a host of friends at St. Paul. His pleasing manner has a tendency to endear him to those he meets, and his visit to St. Paul boomed his stock of personal popularity.

* * *

Rud von Tardy of Kiggins & Tooker was a popular man at St. Paul. The very pleasing little book given by his house to the visitors is a souvenir that was highly prized.

* * *

C. C. Walden, Jr., of Walden's Stationer, New York, was on hand, and from the appearance of the issue following the convention he must have done some hard work. He is a very pleasant and active young man and is thoroughly interested in the association.

THE UNITED STATES IN CONVENTION AT ST. PAUL, MINN., JULY 15 TO 18, 1907.

Samuel Ward of Boston made a very favorable impression with his talk at the banquet. He is strong for Boston and was almost overcome with genuine delight when the convention decided to reconvene there a year hence.

* * *

The paper that announced that every delegate received ten dollars when he registered created a humorous situation all of its own. The committee on registration were the fellows who got the ten spots.

* * *

Henry E. Von Wedelstaedt of St. Paul never missed a single session of the convention and did not let a detail of any character get past him. He took delight and deep interest in all of the proceedings.

* * *

O. H. L. Wernicke of the Macey Co., Grand Rapids, was busy shaking hands most of the time. Wherever he was, he was sure to be surrounded by a bunch of his friends, and when he was at the convention he was sure enough in the hands of those who like him and his big hearted ways.

* * *

Ralph B. Wilson did the handsome thing with his big auto. It was constantly screaming about town, bearing visitors and delegates from one place to another and when the affair was just beginning he used it to meet every train to get the travel weary delegates to the hotel.

* * *

Harry R. Wright of St. Louis thought so well of the St. Louis yell that he did his best to keep the delegates reminded of what it was. Wherever a bunch of St. Louisians were seen, the yell was heard and Wright, who is a good booster, is also a good one when it comes to giving a really hearty yell.

* * *

The Waterman Ideal was well represented in Mr. Frank D. Waterman of New York.

* * *

As humorous as it may seem, some one actually asked if the picture on the badge was that of Ex-President Mann. Wonder what the worthy past president would have thought if he had been asked himself?

* * *

Busy as the McClains were, Mrs. McClain found time in addition to her regular stunt on the entertainment committee to look after her personal friends in most excellent shape. She was hostess several times at private parties.

* * *

C. S. Severson says that while you have to show them in Missouri, they don't make them any better. He is from St. Louis and ought to know. Did you ever seen Severson dance or hear him sing? His best work is done after midnight.

* * *

Mrs. Treacy, Mrs. McClain and Mrs. Dow were hostesses at a box party at the theater one of the nights of the convention. A rather large party of visiting ladies were entertained.

* * *

Bert Childs of Chicago is a regular walking compendium of misinformation and as a near encyclopoedia he is a wonder. Coming up on the train Mrs. Childs inquired what a certain bunch of reddish animals were that appeared to be grazing at some distance from the train. "Why, don't you know," he asked her. "Well, well. Lived in the country too and don't know a red pig when you see it. They are real red pigs, razor backs, they call them down south. Now, don't ask me about any more nature fakes unless you want information." With this he leaned back in his chair and Mrs. Childs explained what they were to the party of ladies with them. After the information had been quite generally diffused about the place, some wiseacre said they were cows, not pigs, and thus was genial A. H. proven to be a nature faker.

* * *

T. J. Sullivan is the most popular man with the ladies that attended the convention. Some of the men began to get a bit jealous of the attention their wives paid him, but there is a suspicion abroad that Sullivan's smooth way of paying the ladies compliments had something to do with it. However, when Bert Childs got off at Prairie du Chien to photograph the Chicago bunch, Sullivan struck a very statuesque attitude and when the negative was developed, looked like a public speaker.

* * *

Willis P. Whiting of Buffalo, N. Y., a member of the Convention committee and a popular stationer and association member, was unable to be at the convention. He was suffering from a bad case of neuritas and was confined to his bed, unable to move for nearly three weeks. He has improved now, and regret was expressed on every side that his absence was enforced by such unfortunate circumstances.

No Official Organ for National Stationers' Association

All Papers Should Be Accorded the Same Treatment and an Official Publication Should Not Be in the Form of a Periodical.

During the progress of the convention at St. Paul there was much discussion on all sides as to the publishing or determining upon an official organ for the association. There was a great diversity of sentiment in this matter, and while some advocated the establishment of an organ, others opposed it. The matter did not gain sufficient backing at this convention to bring it before the association, but this question is one that is likely to be given more thought in the future and which should be handled in a decisive manner and settled once for all.

The National Association of Stationers and Manufacturers does not need an official organ of any kind. It can get better results by treating all of the trade papers the same and leaving it to the publishers of these papers as to how matters shall be handled. The officers, for whom the official organ would be established, can secure widespread publicity for their ideas through the papers now being printed, and get just as good a showing as they would if they published a paper of their own. Official organs are always the mouthpieces of the administration in power, and represent their sentiments and ideas alone. These are put out as unbiased comment when in reality they are a one sided affair.

Since the inception of the national association the trade papers of this country have taken a great interest in it, and the present organization owes much of its present prosperity and importance to the work of these same publications. When the idea was first sprung Geyer's Stationer, the American Stationer, Walden's Stationer and Printer and Office Appliances all took the matter up and shouted for it lustily. All were represented at the first meeting, again at the second and again at the third. A great many pages were devoted to the preparations for the conventions and later to the reports of what happened, and it didn't cost the association one cent.

A great deal of money has been spent by these papers in boosting the association and there is no question in the world but that these papers have spent more money booming the association than any similar number of firms or individuals. Hundreds of dollars have been spent by them on each meeting aside from the expenses of representatives sent to help the good work along, and the work that has been done by the trade papers and their representatives is of more value than the association can estimate.

One paper has made it a practice of printing a daily during the convention at a great expense to itself. True enough the publishers solicited advertising for the issue to defray the expenses, but it is very doubtful if they came out whole even at this, and the money paid for the advertisements, while it may not have come back in actual returns was at least no more than a just contribution to the success of the association work from the manufacturers who derive the most good from the organization.

Results of Work Plain.

The evidences of the work done by the papers is seen on every hand. The great interest taken in them in the conventions can be measured when it is remembered that at the St. Paul convention the trade papers had no less than a dozen representatives on hand and that these same representatives worked unceasingly during the days of the convention to aid in making it a success and to tell the world what happened, at no expense to the association whatever.

The official organ idea of the association should be dropped before it is taken up. A good thing for the present officers of the association to forget and forget permanently is the idea of appointing or establishing an official organ. It is safe to say that none of the trade papers printed at the present time that go to stationers and manufacturers would accept the title if offered to them. They all stand for the square deal for every one and there isn't today printed in this field a publication that would permit its columns to be used for official purposes to the exclusion of the discussion of ideas from its own standpoint. It is doubtful if any one of the papers now circulating throughout the trade would listen to a proposition, and if there is one that would, it is a menace rather than an advantage to the stationery business and the association. The establishment of an official organ would gain the association nothing. It would be an expense with no return. If the association sought advertising for it in the hope that in this way expenses could be defrayed, the association would sooner or later get into disrepute with the manufacturers, for it would necessarily be a holdup proposition, and in this free country of ours a holdup proposition will not go.

Official organs are never good advertising media. This has been proven over and over. Advertisers are a unit in stating that publications put out by fraternal orders do not bring in the returns they should for their circulation, and this is proven by the fact that fraternal papers get lower rates for advertising than independent papers with half the circulation.

Field Is Not Large.

The field of commercial stationers is not large enough to produce a proportion of sufficient size to make an official organ draw replies to advertisements in sufficient number to make it pay any manufacturer to go in. Thus it is seen that when the official publication was presented to a manufacturer, he might advertise but it would be because he feared to remain out, and this would at once sour him on the association that was guilty of foisting such an abortion on those who are endeavoring to do it the most good. Many associations in other lines have come to grief through the official organ idea, and in many states these same associations are discredited because of this holdup feature. In every case where an official organ is published it eventually falls into the hands of a set of grafters who injure the cause much more than they help it.

The officers of the National Association of Stationers and Manufacturers need not fear that they will not receive sufficient publicity through the trade press. They may rest assured that the trade press of this country will treat them right and fairly so long as they merit it. The words of retiring President Mann expressing a sentiment that ought to stand for something. He said that he had never made a request of the trade papers during his administration but that it had been granted immediately and that everything he had requested printed had been printed in all of the papers and done gladly and willingly. Thus it is seen that at no expense to the association, whatever he or the officers of the association desired to have carried to the trade generally, was carried in the most effective manner possible, and with all of the strength of the trade press combined.

Publishing is an expensive game. Those outside of the business are the only ones who do not know this. The fellows who have been at the game know what it means, and if the association should attempt such an idea it would mean a large and early deficit in the funds.

There is no need in the world for an official organ. All of the proceedings are now taken down in shorthand and printed immediately after the meetings and circulated generally throughout the country, not only by one paper but by them all. A complete and accurate record is made and the association has nothing to do but wait until the wheels of the presses turn around, and get their copies of the proceedings, clean and concise and ready for immediate use.

Only One Way Out.

There is only one way in which the association can become a party to an official publication. If it is the desire of the association to send broadcast the proceedings of the conventions, a booklet can be printed containing a verbatim report of the proceedings with the speeches all in order. This can be printed and bound and sent out under postage to a list made up by the secretary. This should contain nothing but the proceedings of the meetings, should contain no advertisements whatsoever, and should be sent out as an official publication of the association circulated once a year. Those who attend the convention would probably keep such a book as a souvenir of the occasion, of the rest sent out fully 99 per cent would find their way to the waste basket. Those who attended the convention would not read them because they had heard everything that was said, and it is safe to say that of the balance sent out few would read them either from the formidable appearance such a booklet would make.

The best thing for the association is to take immediate steps through its officers to forever lay the ghost of an official organ, and leave the whole matter to the trade papers. The association owes much to them and the best kind of representation they can get is the independent, unbiased kind, and the only place they can get this is through the unfettered trade press of this country, which has treated the association handsomely in the past and

Biggest Exclusive System Factory In The World

It's Easier To Sell Shaw-Walker Goods Than Any Other

This is true for many reasons. Here are two of them:

First: Shaw-Walker Vertical Filing Cabinets and supplies sell for less than any other on the market. This, notwithstanding the fact that they are the best made.

Second: We co-operate with you in selling them. We don't load up our dealers and then forget them. We devise ways and means for you to get rid of the goods. We furnish you everything in the way of advertising.

We have a **"Dealer's Co-Operative Plan."** Write and ask us to tell you about it.

Ask us to place you on the list of our monthly publication "Shaw-Walker". **It's Free For One Year.**

The SHAW-WALKER Co.

New York, 372 Broadway **MUSKEGON, U. S. A.** **Chicago, 151 Wabash Avenue**

which seems to show a disposition to continue to do so in the future.

Many a good movement has foundered on the rocks of "official organ." Many a promising movement has found an early grave because of the weight of such a handicap. Many a budding organization has gone to its death, crushed to earth by the "official organ," which is an abomination and a snare. The "official organ" idea is a good one to forget and forget permanently. The association should accept with all good grace the kind offices of the trade press and encourage them in their good work. They should do no act that will stir up antagonism in this quarter. They should see that every one of them gets the same treatment and that no preferences are shown anywhere. The officers of the association can do the association no greater favor than to encourage the trade papers and discourage the "official organ" scheme.

Officers Should Take It Up.

If the officers will take this matter up carefully and look at it from all sides they will come to the quick and sure conclusion that their one best bet is to ask the trade papers to print an article over the signature of President Kennedy forever setting at rest this idea and assuring the association, the manufacturers and the retailers that the trade papers are all interested in boosting the work and that no "official organ" need ever be looked for. As a matter of fact the entire trade press is the "official organ" of this association.

The National Association of Stationers and Manufacturers is too prosperous and too useful an organization to be handicapped and injured by the establishment or appointment of an "official organ." Just at the present time it is growing very rapidly and needs boosts, not knocks. It needs help and encouragement, not added expense and handicap. If an official organ should be established the officers will find that they will have a hard time getting individual members to contribute toward its support. They will find it a hard job to get local associations to increase their per capita to keep it alive, and they not only will find it mighty hard work to get the manufacturers to pay the bills, but they will soon find that the manufacturers are taking less and less interest in the association.

Some readers of this publication will go over this argument against an "official organ" and say when they have finished that this paper fears the establishment of such and that it is afraid that if an official organ were appointed it would not be the one. This conclusion will be erroneous. Office Appliances is the official organ of all of the manufacturers, readers and subscribers in the office appliance and stationery field. It represents those who advertise and those who do not. It represents those who subscribe and those who do not. It represents the best interests of every individual on both sides of the fence and shouts for the association and represents it and every other good movement that has a tendency to advance the standard of business in these lines.

Office Appliances has no personal feeling in the matter. This publication stands for the best in everything, and the very best thing for the National Association to do is to forever lay aside on the topmost shelf the "official organ" idea, and proceed to victory and a wonderful success along the lines it has started on. Office Appliances does not speak alone for itself when it advocates a square deal for every one. It asks a square deal that shall be square. Not a square deal that has a bulge on one side. There is no bulge to a square deal and Office Appliances stands for the maintenance of absolute symmetry of the square. Office Appliances wants to see a square deal first, last and always for the association. It wants to see a square deal for the officers, for the members, for the retailer and the manufacturer, for the jobber and the traveling man. It wants to see a square deal for the American Stationer, for Geyer's Stationer, for Walden's Stationer and Printer, for Office Appliances and the entire trade press of this country.

The National Association of Stationers and Manufacturers is a Booster organization. It is open and above board. It is the best thing that ever entered this field of endeavor. It does not need an official organ and it should not have one. Honest dealings do not require bill board advertising. They speak for themselves. An organization for good does not need to shout too loudly for itself. The same deal that was handed out to the trade papers in the beginning of the organization will win for it in the end. An official organ is no more necessary than two presidents. The best representation the association can get is the representation it has had in the past—the trade press of the country that has treated it fairly and justly and has done more to make it what it is than all other forces combined.

STATIONERY NEWS

(By Special Correspondence.)

Atlanta, Ga.

The stock and fixtures of the Orr Stationery Company at 94 Whitehall St. were damaged to the extent of $5,000 by fire during the middle of July.

The company estimates that the loss, amounting to between $5,000 and $6,000, is fully covered by insurance. Owing to the quick work of the fire department a greater damage was prevented.

Birmingham, Ala.

The Dewberry & Montgomery Stationery Company has increased its capital stock from $10,000 to $15,000. The certificates was signed by W. G. Montgomery, as President.

Boston, Mass.

Ho! For Boston, in 1908. Thanks to that veteran of the stationery trade, Samuel Ward, Boston will have the pleasure of cramming her baked beans down the throats of the National Stationers body when they meet next year in July.

Let it be, "Bunker Hill or Bust!!!"

* * *

"Boston, Mass.; Don't be an Ass,
Come to Boston when you're asked."

Bloomington, Ill.

The Pantagraph Printing & Stationery Co. of this city have had a force of men throughout the city collecting statistics for a new city directory to be published by this firm.

Charleston, W. Va.

Garlond O. Thorp, a press feeder with the Swan Printing & Stationery Co. of this city, had his right foot caught in the machinery and was badly mashed about the instep.

Chicago, Ill.

Elsewhere we display a picture of the C. S. & R. B. Base Ball Cup as presented to the Stationer's league by Ralph Wilson of that company. The cup is on exhibition in the window of Childs Stationery store on Clark St.

* * *

Chicago was well represented at the Stationers Convention in St. Paul. We know of a party of four who enjoyed scenery so much that they took the day train via the Burlington to secure a feast on the beauties along the great Mississippi, and then all retired to a compartment pulled down the curtains so that "no one could see in" and of course no one saw out.

* * *

The Stationers' Engraving Company, of Chicago, has been incorporated at Springfield with a capital of $10,000. Delbert A. Clithere, Will J. Bell and Norris Burt Cline are the incorporators.

Davenport, Iowa.

H. H. Waldo Book & Stationery Co. has been formed here with a capital of $25,000. H. H. Waldo, R. R. Waldo, and J. W. Kendall comprise the incorporators.

Evansville, Ind.

The Crescent Stationery Company will open here at 204 Upper First Street, and are preparing for a very complete line of office stationery and specialties. Alva Habenicht, Theo. Gerke, Chas. V. Ralston and John W. Lorenz are the incorporators.

* * *

The Smith & Butterfield Stationery Company have filed articles of incorporation here for $20,000. The directors are: Geo. C. Smith, A. S. Butterfield and Albert Schradt. They propose to conduct a general wholesale and retail stationery, book and photographic supply business.

Iowa City, Ia.

Shirley McGill has sold his interest in the Fisher-McGill Stationery Co. to J. A. Hart.

Kansas City, Mo.

H. B. Hempstead, Mgr. of Jos. D. Havens Co., has one of the most pleasing personalities it has been our good fortune to meet. Mr. Hempstead's experience in this line makes him a most valuable man.

Bryant & Douglas have moved into their new location on Grand Ave., the fixtures and building are entirely new and is quite an improvement.

Lima, Ohio.

Burt Green & Son, dealers in books and stationery, have sold out their business here.

Louisiana, Mo.

Conley Culbertson has purchased the Sickles Stationery store of A. M. Walker and will continue the business.

Los Angeles, Calif.

Fowler Brothers Book Store, who conduct a general stationery and office appliance business in this city ,are moving to their new 4 story building located at 541 to 547 South Broadway, paying a yearly rental of $40,000.

They will use part of the ground floor and two lofts and rent the balance. The firm will now include a general line of Kodaks, cutlery and some other specialties. This move will make them one of the largest and finest book and stationery stores on the Pacific Coast.

Jackson, Miss.

An involuntary petition in bankruptcy has been filed by the creditors of H. V. Wrightman, proprietor of the Office Appliance Co. of this city.

The creditors assert claims and the amounts of indebtedness are as follows: Capital City Bank and Trust Co., $812.50; W. T. Pate for Mississippi Seating Co., $400; Black & Weilandy Book & Stationery Co., $143.73. Mr. Wrightman left the city several days since. It is also supposed that he is considerably behind with the Remington Typewriter Co. of New Orleans.

Memphis, Tenn.

R. M. Mansford, bookseller & stationer, established by the late R. M. Mansford in 1875 and afterward incorporated by him in 1893, the business being owned and controlled by the late E. J. Carrington up to July 15 last, has changed ownership.

William L. Clark, a well known business man of this city, has bought the entire stock of this fine business and will continue the same under the same firm name as of old and at the present location, 26 So. Main St., with a full line of books and fine stationery.

The new owner is progressive and under efficient management of J. A. Connor, their large business will be broadened and extended over a wider territory than ever before.

Muskegon, Mich.

Henry D. Baker, pioneer bookseller and stationer of this city, has retired from business on the forty-fourth anniversary of his career.

New York, N. Y.

"New York, New York; We're here, we're here."

* * *

The Empire city was well represented at the Stationers Convention, although many prominent stationers were missed from among those doing business in that city. Possibly Boston will make a more convenient city for them to attend such affairs.

* * *

Mrs. H. G. Ash, of 49 Warburton Ave., Yonkers, N. Y., who has conducted the news and stationery business for the past 32 years, has retired from business. The old established business will hereafter be conducted by her son, Charles B. Ash.

* * *

Alfred P. Hayden, who died recently at his home in Brooklyn, N. Y., has been in the stationery business in Duane St., New York, for years. He was a Masonic veteran. He leaves a widow, son and daughter.

* * *

A creditors' petition in bankruptcy has been filed against Levi Y. Richardson, printer and stationer of 34 White St. The business was established many years ago by Henry C. Ryon, of the Ryon Stationery Co. Not long ago the same gentleman was reported in the paper to have had trouble with his wife, in which he is reported to have figured in a divorce suit.

* * *

Henry J. Taub, wholesale dealer in toys and stationery at 265 Second St., made an assignment recently to Oliver L. Goldsmith. Fifteen minutes later a petition in bankruptcy was filed against him by H. & J. J. Lesser for many other creditors.

It is reported that the liabilities are $20,000 and assets over $8,000, consisting of stock $5,000 and accounts $3,000.

* * *

The Chelsea Press of New York City has been incorporated for $5,000 to handle a printing and stationery business. Louis J. Thompson, Magnus C. Hanning, Edward A. Freshman, all of New York are the incorporators.

* * *

The Marion Press, of Queens, N. Y., has been incorporated for $50,000 to sell books, stationery, etc. Incorporators are Gilbert B. Sayres, N. D. Llewellyn, Clarence A. Ludlam all of Jamaica.

* * *

Thomas W. Roe, who has been in the stationery business in Wall St. for fifty years, died suddenly on July 12th at his home, 562 West 173d St. Mr. Roe retired a few years ago from active business. He leaves a wife and two sons, Thomas A. and Louis W. Roe.

* * *

George Thomas Spillett, a well known restaurateur, and for some years engaged in the stationery business, died recently after an illness of several months.

He leaves a widow and two daughters.

* * *

The Irving Pitt Manufacturing Company have recently been elected to membership in the Stationers Board of Trade of New York City.

* * *

In the matter of bankruptcy of the Fliegelman Reiss Co., of New York, at a meeting of the creditors recently held, nothing was accomplished. An offer of 15 per cent cash, 10 per cent in three months and 10 per cent in six months was refused.

Norfolk, Va.

J. E. Anderson, a stationer dealer, was one of several to sustain a loss by fire which consumed the Kirn Hall building of this city.

Norristown, Pa.

The stationery store of Thomas Sames of this city was destroyed by fire here on July 3d.

Omaha, Neb.

The Megrath Stationery Company has taken an option on the store room in the Board of Trade building at Sixteenth and Farnum Streets, which was formerly occupied by the Wabash Railroad, and is the highest priced store in town, for its size.

A temporary stock of postal cards and small wares has been installed and the company may take a lease of the store for an indefinite period. They pay $350 a month rent.

Philadelphia, Pa.

Charles Christenson Company has been incorporated here for the manufacture, sale and deal in stationery. Capital $200,000.

* * *

Leicester Corporation Company, has been incorporated here for the manufacture, import and export of stationery, to deal in cotton goods, etc. Capital $1,250,000. Incorporators Blair Thaw Scott, Ferris A. Mitchell, J. Chester Freeland, all of Philadelphia.

* * *

A. Pomerantz & Company, at 22 So. Fifteenth St., were visited by a cracksman recently who was unable to make a "haul," having been surprised and made his escape.

Portsmouth, Va.

Anderson & Thompson, stationers, located in the Kern building suffered a loss by fire recently.

Peoria, Ill.

It isn't generally known, but Peoria bid for the entertaining of the National body of Stationers in 1908. Nicholas J. Jacquin of this city attended the convention in St. Paul and had an invitation signed by the Mayor of this city.

St. Louis, Mo.

"St. Louis, Oh yes! Oh yes!"

* * *

St. Louis may certainly feel proud of her attainment in securing the National President and Secretary. She was there with the "Oh yes" all right.

* * *

The John L. Boland Book & Stationery Company have just moved into their magnificent new seven story building situated on Locust, at Sixteenth and St. Charles Sts. Further details elsewhere.

* * *

Many were surprised to learn of the accident befalling to Robt. D. Patterson of St. Louis during his visit to the National Convention, and many were surprised to see him in attendance at the banquet on the same evening of the accident. The dislocation of his shoulder although a painful affair, but we are glad to say was not such as to hinder him from enjoying the balance of the meeting.

St. Paul, Minn.

"Ten dollars given with each and every badge to those who attended the National Convention." Such was the report given out by the local press and many there were who came sneaking over to St. Paul trying to pass off as stationers. However, when they discovered that it required a little ten spot their desires changed.

* * *

St. Paul certainly did herself proud in the manner of her entertainment of the National body. It is only regretted that some of the other older hotels in that city were not large enough to house a body such as the National Stationers Association. Some very disagreeable stories have been told concerning the stay of stationers at the so-called headquarters.

* * *

Although not the largest convention, St. Paul witnessed the most enthusiastic convention ever held by the Stationers body.

* * *

Possibly one of the best appearing stationery stores in the States is that recently occupied by the St. Paul Book & Stationery Store. However, this firm make a specialty of books and it is only to be regretted that they do not make more of a specialty of the stationery lines. We feel pretty sure they will in time.

West Branch, Mich.

Harry Carson of this place conducts a news and stationery business, was forced to vacate the front part of his store owing to a recent fire, which occurred across the street.

Wilmington, Del.

The Bee Hive Company, incorporated here for $25,000 recently, has purchased the stationery store of McIntire & Company, at 610 Market Street, and has appointed Charles G. Ford as manager.

It is the purpose of the Bee Hive Co. to enlarge the present stock by installing such stationery as will make this one of the leading stores in this section. Mr. Ford, the new manager, came here about a year ago, and since that time has been connected with the Wilmington Light & Power Co. He is well known in this city.

Derby, Conn.

Garrett P. Hynson Company of this town will conduct a general stationery business. It's capital stock is $25,000. The incorporators are Garrett P. Hynson, Albert K. and C. A. Kennedy.

Houston, Tex.

The Reichardt Mfg. Co. will put in a $20,000 plant here for the manufacture of paper boxes.

Double the Value of your **Adding Machine!**

by using an **Eureka Adding Machine Carriage.** It means more work—greater ease in operation—and increases the life of your machine.

Table is of quartered oak. Wheels are rubber tired. Frame is of oxidized copper.
Price $17.00.
Price without metal back $15.00.
State name of machine used.
No goods shipped on consignment.
Special discounts to Office Supply Houses and Export Trade.

Eureka Carriage Company
52-54 Winder St. Detroit, Mich.

DON'T BUY PASTE

That will dry up on your shelves and become a total loss

—TRY—

Commercial Photo-Desk Paste

For mounting photos it has no equal

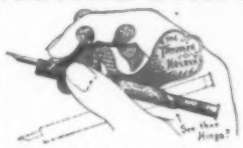
Commercial Peerless Mucilage

We Guarantee them to Dealer and Consumer

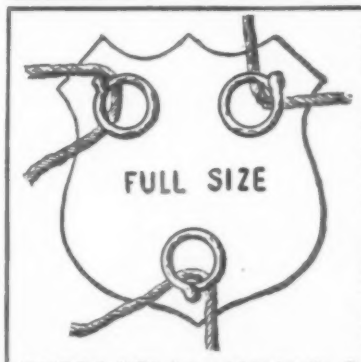
Write for Illustrated Catalog and Price List

The Commercial Paste Co. Columbus, Ohio

RETAIL STATIONERS—Here is something you want. The **TRIUMPH PENHOLDER.** Easy, comfortable, holds itself, always in correct position, never inks fingers, ejects old pen. A scientific article beautifully made. Sells to **STUDENTS, BOOKKEEPERS,** and all who write. Mailed, boxed, with instructions, **50c** Liberal terms to dealers. Write now.



T. C. STRICKLAND, E. Greenwich, R. I.



PRATT PACKET TIE

Applies to any size bundle, any shape. Send for free sample. 100 mailed to any United States address on receipt of 60 cts.

PRATT F. MFG. CO., 117 Point St., Providence, R. I.

NATIONAL Business Show ATLANTA, GA.

December 2nd to 7th, 1907

See Page "Ad"—this issue.

STATIONER'S SECTION.—Continued.

Battle Creek, Neb.
W. H. Stocker has succeeded C. T. Haman in the stationery and drug business.

McCook, Neb.
Zint & Zint have sold out their stationery, news and cigar business to J. R. Burke.

Cortland, Neb.
E. E. Aukes is arranging to put in a drug and stationery store here.

Enid, Okla.
M. Gauss has purchased the stationery and drug store of C. S. Evans.

Hoffman, I. T.
E. B. Wright has sold his entire stock of stationery and other merchandise to J. H. Brown.

Garnett, Kan.
Chas. McCrum, Jr., is closing out his book and news business.

Oswego, Kan.
F. M. Daniels & Co. have advertised that they will go out of the book and stationery business.

Marshall, Tex.
Jos. L. Gross has discontinued his news and stationery business.

St. Louis, Mo.
The Graham Paper Co. has signed a lease for a new building, to be erected for it, and ready for occupancy by next May.

High Point, N. C.
Arthur Lyon has patented a roll top cabinet for typewriters and will probably establish a factory here.

Gaffney, S. C.
Ed. H. DeCamp proposes to establish a paper mill here.

Bristol, Tenn.
The Modern Index Corporation has been incorporated here, with a capital of $50,000, and will install index systems for county records.

Los Angeles, Cal.
Jos. A. Nadler has decided to sell out his stationery business.

Warrensburg, Mo.
T. J. Draper has purchased the drug and stationery business of J. V. Murray.

Logan, Utah.
The death is reported of J. W. Wilkinson, a well known stationer.

Kansas City, Mo.
The Missouri Paper House has increased it's capital stock from $30,000 to $50,000.

Jamison, Neb.
R. S. Scofield has opened a new stationery and drug store.

Ritzville, Wash.
H. D. Irwin has sold his stationery store to Leavitt & Eveleth.

Johnson, Wash.
L. S. Greer has opened a new stationery stock in this city.

Paola, Kan.
D. M. Hays has sold his interest in the Miami County Book & News Co.

Kansas City, Mo.
The death is reported of E. W. Truitt, president of the Missouri Paper House.

San Antonio, Tex.
The Texas Book & Stationery Co. has succeeded to the business of Song & Church.

Chelsea, S. D.
Chas. M. Mortenson has opened a department store here, carrying a line of stationery, books, etc.

Hagerman, N. M.
N. J. Fritz has succeeded to the stationery business of Farnsworth & Fritz.

Davenport, Ia.
M. D. Moffatt has sold out his stationery, news and cigar business.

Coldwater, Kan.
J. K. Durkey has opened a new stock of stationery, drugs, etc., at this point.

Moscow, Ida.
The Boston Department Store is being extensively improved.

Lincoln, Ark.
J. W. Cole has sold his stationery and drug store to Reed & Hatchcock.

Hume, Mo.
C. O. Williams has purchased the stationery and drug store of A. L. Scholl.

Kansas City, Mo.
The Schooley Stationery Co. has increased its capital stock to $60,000.

Neosho Falls, Kan.
W. P. Shockey, a news, stationery and cigar dealer, has resigned as postmaster.

Shubert, Neb.
Wm. Leslie has purchased an interest in the stationery and drug store of M. H. Taylor.

Junction City, Kan.
Louis B. Loeb has been succeeded in the stationery and drug business by Loeb & Sands.

Lovell, Colo.
Neely & Smith have succeeded to the drug and stationery store of Wm. J. Neely.

Ridgeway, Mo.
Stoughton & Goodrich have sold out their stationery business at this point.

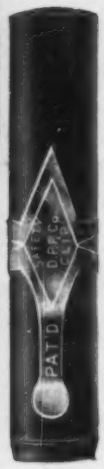
Conway, Ia.
Powell & Loper have purchased the stationery and drug business of A. M. Huston.

Cairo, Neb.
Wm. Brand has sold his stationery and drug store to E. L. Melvin.

LaGrange, Tex.
Geo. E. Lenert and others contemplate establishing a plant here to manufacture paper pulp.

This is Our No. 50

DIAMOND POINT PEN Best Moderate Priced Pen Made



WE GUARANTEE IT
Every Pen Fitted with our
PATENT SAFETY CLIP
(Patented Feb. 26, 1907)
which prevents rolling off of desk or falling from Pocket.

This Shows

The Clip

Extra Large and Heavy 14 kt. Solid Gold Pen and very large full Chased Barrel. $1.00 EACH. Exact size of No. 50, "Safety Clip" Fountain Pen.

Ideal DEALERS' Pen
We make a price on it of only $7.50 Dozen

TO THE TRADE
Tell your Jobber to send you a sample dozen. **Better Price on Gross Lots.**
Our Clip Stays On—Won't Stretch or Bend.

DIAMOND POINT PEN CO.
Largest Manufacturers in the world.
100-102 Beekman St. NEW YORK

THE **College Note-Book RINGS**

Made by

THE MORDEN M'F'G CORPORATION

are the most serviceable and elegant addition to the Students' or Stenographers' Note-Book obtainable. They open wide if desired, yet close securely. **Very Strong! Easy to operate.** Finely Nickeled.

Made in ½ inch, ⅝ inch, ¾ inch, 1 inch, 1⅛ inch sizes (inside diameter). Price, $5.00 per hundred.

LIBERAL DISCOUNTS TO TRADE

Samples Mailed to any Address for 10c pair

Address, Morden M'f'g. Corporation, Waterbury, Conn.

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Send your business direct to Washington. Saves time and insures better services.

Personal Attention Guaranteed

25 Years' Active Practice

Specialty:—Working on the Failures of others.

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Suite 33, N. U. Bldg., Washington, D. C.

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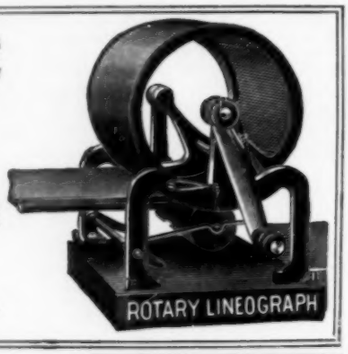
Write us for free copy of the decision of the U. S. Circuit Court of Appeals reversing the decision restricting sale of duplicating ink to persons using Rotary Neostyle.



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THE "BENNETT"

Everlasting Memo. Book

Something Useful All the Year Round

Size 3¾ x 8 inches

A Desirable Xmas Gift

Leather cover, leather lined with pocket for cards inside of cover, fitted with removable insert pad of twenty perforated, detachable leaves of counting-house linen. Cover folds back, making a substantial pad to write on. Thousands sold. Pronounced by every one the most convenient pocket memorandum book ever invented.

Retail Price, complete, with name on cover in gold, including four insert pads (80 leaves)

$1.00

We have a few sample books with names on them that we

Will Send FREE To Reliable Dealers

— WRITE FOR PRICES —

W. W. BENNETT COMPANY

BAUM STREET

EAST END, PITTSBURG, PENNSYLVANIA

ADD TONE TO YOUR STATIONERY IN THE *OFFICE, BANK, SCHOOL OR HOME* BY USING ONLY Washburne's Patent

"O.K."

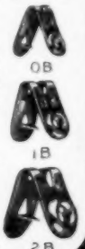
Paper Fasteners

There is Genuine Pleasure in their use as well as PERFECT SECURITY

These Fasteners are in a class by themselves. There are no others like them, therefore they can **not** be compared with the ordinary paper clips which depend entirely on friction for their holding power.

The *"O.K." Paper Fasteners* have the advantage of a *tiny but mighty, indestructible piercing point* which goes through *every* sheet co-acting with a small PROTECTING SLEEVE which prevents any liability of injury.

NATURAL SIZES



HANDSOME COMPACT STRONG

NO SLIPPING, **NEVER!**

Easily put on or taken off with the thumb and finger. Can be used repeatedly and *"they always work."* Made of brass, 3 sizes. Put up in brass boxes of 100 Fasteners each.

All Enterprising Stationers

Send **10c** for sample box of **50** assorted sizes. Illustrated descriptive booklet free.

Liberal Discount to the Trade

THE O. K. FASTENER CO. Inc. Mfrs.

Dept. C SYRACUSE, N. Y.

DEALERS' PROFITS 300%

when they handle

MORTON'S CRYSTAL TYPEWRITER OIL

½ oz. size.

This oil is absolutely ODORLESS and is the only oil that does not injure the rubber roller or plate because it is pure and gumless.

Finest Made. Sold all over the world and bottled under **Special Dealer's Label** if desired.

Free Sample to typewriter and office supply dealers.

Get our Dealers Terms.

MORTON MFG. CO., LOUISVILLE, KY.

"AS GOOD AS ANY—BETTER THAN MANY"

JOHN ALLEN & CO.

6 Howard Street, NEW YORK

Manufacturers of

Carbon Papers

¶ Typewriter, Pen, Pencil and Full Carbon.
¶ Guaranteed Non-smut.
¶ Long-lasting. Clean Writings.

Typewriter Ribbons

For all makes of machines. Will give best service and insure satisfaction to users.

Write for Samples and Prices

Dispense With Trial Balances

Of Personal Accounts by using our Proof.
It is practical and requires no change of system.
Money Refunded if not an Absolute Proof that Personal Accounts agree with general books.
Why not eliminate the Trial Balance of these accounts. Write for circular.
MILLER & HAM, 7th & Market Sts., Chattanooga, Tenn.

RIBBON & CARBON PAPER NEWS

(By Special Correspondence.)

Aurora, Ill.

The Aurora Beacon contained an interesting writeup of the Miller-Bryant-Pierce plant in the issue of July 24. Local papers that take an interest in home industries are sure to win out with their readers. They spoke highly of the plant and the business conducted by the firm, and this should be a source of both gratification and pleasure to the officers and employes.

Cincinnati, O.

The Cincinnati Ribbon and Carbon Company has been formed and is supplying the trade with supplies in these lines. They are gathering in some of the large contracts and are pushing a good business to a point where its proportions are sure to enlarge.

* * *

The ribbon and carbon business here is getting to a point where it is being carried on in a better way than ever before. A large number of the smaller and not-quite-so-reliable concerns who cut prices and did other things have dropped out and this leaves the field in better shape than formerly.

Indianapolis, Ind.

O. R. Brown, of the O. R. Brown Co., of Indianapolis, dealers in ribbons and carbon paper, called at our New York office this week. Mr. Brown is visiting the various manufacturers of carbon papers and ribbons, and feels that his time has been well spent. He will visit the Jamestown Exposition and several cities in the east before returning to Indianapolis.

Kansas City, Mo.

Paul Divver, of Mittag & Volger Co., was in Kansas City for several days on his way back from the coast. He reports nice business.

* * *

The genial Mr. Ernst of New York City was through here recently and did a good creditable business. Ernst is one of the most popular typewriter supply men on the road, and with his straightforward way of dealing deserves success.

* * *

The Modern Typewriter Supply Co. baseball team played their first game on the 27th, winning from the Red Buds by a score of 3 to 1, twelve innings. Hubbard and Gottlieb did the battery stunts for the Kee Lo team and showed major league ability. Each of these players got a home run and Gottlieb caught seven men trying to pilfer second base.

New Brunswick, N. J.

O. G. Dittmars and P. M. Kendig, who were formerly connected with the Jen Carbon Manifold Co., of New Brunswick, N. J., have organized the Dittmars-Kendig Co. Mr. Dittmars is president and Mr. Kendig is secretary and treasurer of the new concern. They have opened up an office and salesrooms at 145-149 Centre street, New York. They will supply the trade with supplies in their lines.

Toronto, Canada.

The Carbon Paper and Ribbon Mfg. Company have moved to their new quarters at 176-8 Richmond street, west, where they have greatly increased floor space and better facili-

RIBBON AND CARBON NEWS.—Cont.

ties for carrying on their rapidly expanding business.

* * *

E. H. Spicer will learn something to his immediate advantage if he will communicate with the Ribbon and Carbon Mfg. Co., 176-8 Richmond street west. This concern desires to reach him, and if he sees this notice it is hoped he will respond.

Rochester, N. Y.

Manager Thomas of the Vacuo Static was a visitor at St. Paul during the recent convention. The company was well represented in having Mr. Thomas on the ground. He is long on pleasantness and a man who not only makes a good impression but who leaves one wherever he goes.

* * *

Mr. Charles Stanton, proprietor of the Corona Supply Co., Rochester, N. Y., is in Europe in the interests of his business.

WHO ARE THEY?

New York City.

H. C. Peters, manager of the Burroughs Adding Machine Company's New York branch, is now on his vacation.

* * *

W. B. Manny, eastern representative of the Pike Adding Machine Company, is a yacht enthusiast. His boat, the "Arrow," won nine prizes in five days at the Larchmont regatta recently. He and his son sailed the successful boat. On the last day's regatta a very heavy wind was blowing, some of the larger boats capsized, and some had their masts pulled out. Mr. Manny is to be congratulated that the "Arrow" came through all right.

* * *

Mr. Canfield, sales manager of the Pike Adding Machine Company, reports exceptionally good business for this time of the year. The sales for July largely exceeded the average of past years.

* * *

J. H. Wyeth, manager of the comptograph, reports that he has made a sale of nineteen machines to the Brooklyn Union Gas Company.

Young men starting out in business should endeavor to learn that the college campus is not the alpha and omega of life. They should also remember that a man twenty years in the business is likely to know more than a man twenty minutes in the business. This is a hard lesson for young fellows, but the sooner they learn it, the sooner success will over take them.

The Macey Co.

GRAND RAPIDS, MICHIGAN

FORMERLY THE FRED MACEY CO., Ltd.

Inter-Inter Filing Cabinets

(Patented June 4, 1907)

The Up-to-Date System of Sectional Filing Cabinets

¶ Described briefly,—an upright outer cabinet—all the practical kinds of office filing devices made in small units to fit inside,—interchangeable one with the other.

¶ This line affords the largest assortment at the smallest investment. Complete line consists of 40 pieces, capable of 247 combinations.

¶ Nothing like this simple, labor saving, time saving, space saving, money saving system ever before thought of.

¶ Every dollar invested in these cabinets represents more available selling stock than with any other line of filing cabinets on the market.

¶ Enables the dealer to furnish the professional man, the wholesale or retail merchant, the manufacturer,—the large business or the small business,—any business,—with a cabinet right out of stock, just the style and capacity required—and at a low cost. In short,—a special cabinet in every instance at the cost of stock patterns,—with immediate delivery.

Catalogue No. X-4207 and Discounts to reliable Dealers on request

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

NATIONAL Business Show

ATLANTA, GA.

December 2nd to 7th, 1907

See Page "Ad"—this issue.

The "CAPITOL" NON-EVAPORATING INKSTAND

PATENTS
AUG. 8, 1905
AUG. 28, 1906
SEPT. 11, 1906

Supplies Just the Right Amount of Ink to the Pen Without Pressing Down a Funnel

Send for our Catalogue of Office Specialties

The **"Capitol"** is a large and handsome inkstand equally suitable for home or office desk constructed on scientific principles. The broad, flat base gives stability (impossible to upset it), and the graceful dome-shaped reservoir will hold several months' supply. Protected both from air and dust, the ink can neither evaporate nor clog, and always remains clear and fluid until the last drop is used from the concave depression under the funnel. Inking of fingers impossible, as funnel construction keeps pen-holder clean. Get a **"Capitol"** to-day and see how far superior it is over all other inkstands.

Single "Capitol" pressed glass, 50c.; cut glass, $1.00.
Pair, with oak or mahogany base, black and red funnels, pressed glass, $2.25; cut glass, $3.25.
Fitted with ornamental Sterling Silver tops, an especially handsome gift, $2.50 extra.

Send to us for Special Advertising Offer, Window Display Outfit, etc.

CUSHMAN & DENISON MFG. CO., Dept. 6, 240-242 W. 23d St., New York

We Manufacture

Adding Rolls

For All Makes of Machines

Ruled or Plain

Cash Register Customers Rolls
Cash Register Detail Record Roll
Police Ticker Rolls
Rapid Roller Copying Tissue
Time Clock Rolls Telephone Rolls

All sizes and styles of small rolls made to order. Estimates and samples cheerfully furnished.

BENJAMIN E. BUCHANAN
Manufacturer of SMALL ROLL PAPER
4th and Commerce Streets
PHILADELPHIA, PA.

Chichester Typewriter Chairs

are Favorites with the

DEALER

because they please the

Consumer

They please the consumer because

"THEY FIT THE BACK"

If you sell Typewriter Chairs, get our Catalog. Shows our Full Line of Patent Adjustable Back Chairs.

Chichester Bros. Chair Co.
13 Elizabeth Street, New York

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

NATIONAL Business Show
ATLANTA, GA.
December 2nd to 7th, 1907
See Page "Ad"—this issue.

WILLIAM H. RIGGS RESIGNS.

Popular New York Salesman For the Elliott-Fisher Organization Surprises His Friends by Quitting His Old Place, Where He Was a Top-Notcher.

Surprising things happen every day in the year, and one of the most surprising that has happened for a long time was the announcement of the resignation of William H. Riggs from the Elliott-Fisher organization in New York. He was in a class by himself as a system salesman, and during his successful period with the concern he never sold the machine, but sold the system; the machine was merely one of the necessities that went with the idea. In this regard he was unique and alone.

He began with the Elliott-Fisher Company (the Fisher Book Typewriter Company) seven years ago and enjoyed the unequaled record of selling a machine the first day he entered their employ. Since that time his work has been of an exceptionally high calibre, so much so as to class him as one of the most finished salesmen in the country. His work is a combination of the "electric-systematic-energetic-and-get-it" order. During his connection with the Elliott-Fisher Company he closed many of their largest deals, among them being such houses as the General Electric Company, to whom he has sold between sixty and seventy machines during the past year; Butler Bros., to whom he has sold over $15,000 worth of billing and adding machines; American Woolen Company, $10,000 worth, and many of the largest banks in New York City, in which institutions he has not only sold machines, but in many cases inaugurated new and original accounting systems; H. B. Claflin Co., American Express Co., Interborough Rapid Transit Co., United States Steel Corporation, National Tube Company and many other deals which, to the average salesman, would have seemed impossible to land, but his indomitable will and thorough knowledge of his goods have stood him in stead in every instance and he has but one case of lost competition to his account.

Hard to Sell.

A specialty of this sort is extremely hard to sell and one must, therefore, consider Mr. Riggs' record a phenomenal one. For six months, during Mr. J. Halle's general managership, Mr. Riggs took charge of the Pittsburgh office of the Elliott-Fisher Company, with the result that the office was brought from a very bad condition up to a paying basis. He then returned to the home office, New York City, and took up the Bank Department. The Elliott-Fisher Company, realizing Mr. Riggs' thorough knowledge of the details of their systems, placed him in charge of their Instruction School for Salesmen, which he was later obliged to give up owing to press of other matters. His fellow employes regret his going very much, for he is a genial fellow, and one who made many warm friends. He was regarded, and rightfully so, one of the most successful salesmen in their entire organization.

Mr. Riggs is now taking a much needed vacation and will rest up thoroughly before he takes thought of business again. He has already had several alluring propositions put to him, but he says that there is nothing doing until he gets a rest, that he has waited a long time for it and now he is going to have it, so that when he does get down to business again he will be thoroughly equipped in every particular and equal to any task that may confront him.

LOOSE LEAF NEWS

(By Special Correspondence.)

Columbus, Ohio.

W. A. Marsh, with offices in the Columbus Savings and Trust Building, Columbus, O., is putting out a loose leaf automatic cash book, designed for housekeepers in their desire to keep a record of family expenses. The pages are so designed to take care of all the various items of expense according to their class. The book is neatly bound so that extra leaves may be inserted as required, and sells at retail for $1.

Kansas City, Mo.

"Uncle" George Olney, for many years with the Edward Kimpton Company, and who is now engaged with the Irving Pitt Manufacturing Co., of this city, was an important attendant at the National Association of Stationers at St. Paul.

Many of Mr. Olney's old friends were pleased to learn of his new connections and promised him much business.

Woodbridge, N. J.

Buchan Manufacturing Company, of this city, has been incorporated for $25,000, for the manufacture of loose leaf goods under the patents of H. H. Buchanan. In addition to Mr. Buchanan, A. A. Altschuler of Hackensack, and J. L. Clarke of New York, are the incorporators.

Chicago, Ills.

As displayed elsewhere, the C. S. & R. B. baseball cup is being contested for among the Chicago Stationers this summer.

Rochester, N. Y.

Moore's Monthly Messenger, the house organ of the John C. Moore corporation, still continues to produce along a very high order, and are now in their third volume. The July issue contains several papers well worth the reading, in fact, every issue contains something on the subject of loose leaf goods that will broaden the reader and produce a better understanding of the use and application of this most modern office appliance.

TWO BILLS AND A GOLD CERTIFICATE.

Metal Filing Cases

Our Circular of

Sectional Filing Cases

Will aid you in selecting the Case you require

Send plan or list of what you need for us to estimate.

Security Filing Case Co.

JOPLIN, MISSOURI

SOLIDHED THUMB TACKS TRADE MARK

Colored Thumb Tacks Handy fastenings for pictures, decorations, lace curtains, shelf and table coverings, blotters, signs, etc. White, blue, red, buff, green and black Celluloid heads. Brass and Steel for artists, schools, dressmakers, home and office. Points do not injure wall or woodwork. "The Hammerless Tack."

It's the "SOLIDHED" display that makes sales.

Supplied by jobbers or

HAWKES-JACKSON CO., Makers

82 Duane St., New York

The AUTOMATIC

The Only Vertical File With Hinged Drop Front and Automatic Tilting Follower

It opens and closes like a book and as smoothly as a jack knife.

When Closed its contents are confined to the smallest possible space, vertically and under compression.

When Open its manipulating space is larger than that of any other file.

Not necessary to jam in your letters—drop them into place.

In looking for them all the writing will be in plain sight.

Shipped upon trial and approval at our expense as superior to all others or no sale.

Be sure to get our 1907 catalogues.

Roller-Bearing Extension Slides

Sell "Unique-made" Carbon Paper

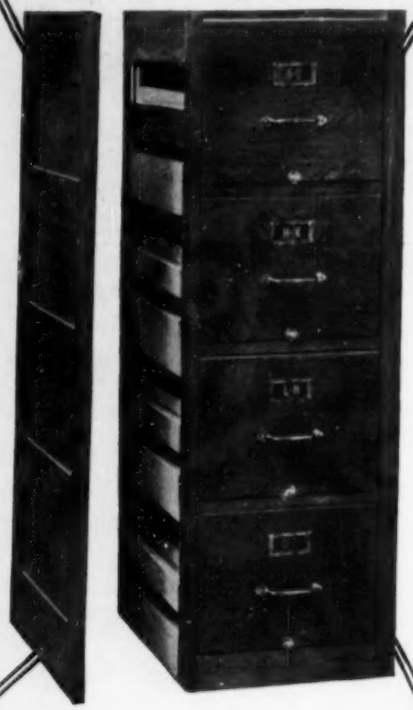
So-Lite
Mist
De-Fi
Challenge

Don't block your progress in the Carbon Paper business by paying so little for your goods that they must lack merit. The careful dealer, who can see beyond the initial order, is demanding of the manufacturer goods of a high standard, and is willing to pay a price that will assure him at all times of a satisfactory, and uniform product. "Unique-made" carbon papers will stand the merit test. Sales agencies open for the right kind of men.

UNIQUE CARBON & RIBBON CO.

914 FILBERT STREET PHILADELPHIA, PA.

WALKER'S VERTICAL CABINETS



DAVID D. WALKER COMPANY
MANUFACTURERS
TO THE TRADE ONLY
21 Quincy Street, Chicago, Ill., U. S. A.

Two large factories devoted exclusively to making **Vertical Cabinets.**

Made in **two, three** and **four drawer letter** size; **four** drawer **Cap,** and **five** drawer Bill size,—solid or with **detachable** sides, as shown above.

PLAN OF CONSTRUCTION

Built to extend laterally, sections being joined together, making one solid cabinet.

APPEARANCE

Quarter sawed oak fronts, panelled oak sides and finished backs. Solid oxidized brass trimmings. Extension slides on all drawers.

FEATURES

All drawers and slides are fitted with rubber buffers.

Mechanically perfect. They will not warp or bind.

MODERATE PRICE
HANDSOME STRONG

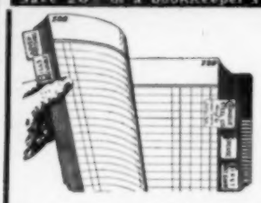
Our Cabinets are as near perfect as the best labor and material can make them.

DEALERS

Write us for catalogues, terms, territory and full dealership proposition, the

BEST EVER MADE DEALERS

Smith's Adjustable Index Tags
Save 20% of a bookkeeper's time



Indexes that are always on the page you are using.

For Loose Leaf Books

they are far superior to any other index. They save the space usually taken up by index leaves and can be instantly changed from one leaf to another as desired.

Alphabet 382. (14 other alphabets in stock.)

They are used for every purpose for which any index can be used and for many purposes for which no other index can do the work.

¾-in. tag to write on. (Six other sizes in stock.)

We have never found an office so large, and but few so small, but that at least a few of our tags could be profitably used.

Our Special Proposition to Stationers will interest you. Write for it today—on your letter head.

Dept. L, CHAS. C. SMITH, Mfr.
EXETER, NEBRASKA

We are manufacturing a complete line of

Carbon Paper and Typewriter Ribbons

but consider our

PEERLESS BRAND

THE BEST ON EARTH

Write for samples and if you order we will know that you agree with us—and we think you will.

We have a good proposition to make to enterprising dealers and it will only cost you two cents to obtain full particulars.

Agents Wanted in all Countries

The Carbon Paper & Ribbon Mfg. Co., Ltd.

Factory and Office
34 Adelaide St. West, TORONTO, CANADA

GENERAL NEWS

(By Special Correspondence.)

Chicago, Ill.

The Ready Made Letter Company is the name of a concern that has lately incorporated with a capital stock of $5,000 to engage in the manufacture and sale of advertising letters and other articles akin to this line of business. J. S. Bright, Robert Dobson and H. J. Rosenberg are the incorporators.

Janesville, Wis.

The Parker Pen Company will not build their new factory here until next spring. A landscape gardener has been spending some time looking over the tract purchased by the pen company and he says that he believes that a very beautiful arrangement can be made of the grounds. The land at the present time is occupied by a farm and the farmer wants to harvest his crop, so the pen company have decided to let him have his way.

New York, N. Y.

Deciding that the L. E. Waterman Company had the exclusive right to use the name "Waterman's Ideal Fountain Pen," Judge Hough of the United States Circuit Court has issued an injunction restraining Isaac S. Waterman and Rose Waterman from using the name. The Waterman company alleged it had spent thousands of dollars in advertising its pen as "Waterman's Ideal Fountain Pen" and that the defendants had infringed on its trade mark. The plaintiff asserted the trade mark had become of great value and was known all over the world.

* * *

Edwin G. Bates of the Bates Machine Company, whose plant is at Rochester, died June 28.

* * *

The A. A. Weeks-Hoskins Company, 354 Broadway, New York, are providing their customers with very attractive order blanks, similar to a check book in form, with perforations and stub and numbered in duplicate. On this order blank is printed "Desks, Office Furniture, Printing, Engraving, etc., etc.," which doubtless will often suggest additional items when orders are being made out. This scheme certainly makes it very easy to order from this very attractive store.

Philadelphia, Pa.

The Bee Hive Company is the name of a concern recently incorporated here for the purpose of manufacturing and selling office supplies and accessories.

Rockford, Ill.

The charter of the J. G. Rider Pen Company has been filed with County Recorder Lake, it having been received from the secretary of state. Recently a directors' meeting was held and the following officers were elected:

President—J. G. Rider.
Vice-President—H. A. Merlien.
Secretary—S. B. Atwood.
Treasurer—A. C. Horton.

Starting in this city in a modest way three years ago, the Rider Pen Company has built up a thriving business. With quality as their watchword their goods have met with much favor and to take care of the steady increase in business more capital was required. The new company will have a capital stock of $25,-

000 fully paid and will at once put a force of travelers on the road to secure a large fall business. Quarters have been fitted up in the rooms over the Red Cross Pharmacy, 127 West State street, and as in the past the company will confine their efforts to a line of strictly high class goods, including the "Perfection" Fountain Pen and a little later on some new inventions of Mr. Rider's will be added to the line.

Seattle, Wash.

A. A. Waterman & Co. have brought suit against the Modern Pen Company for $300 for commissions alleged to be due on sales made direct by the defendants in territory which the plaintiffs claim to have exclusive agency for.

Washington, D. C.

William W. Connor, former secretary of the board of education, who retired Saturday after seven years' service, will henceforth be associated with Louis C. Witkowski, the Washington representative of the Joseph Dixon Pencil Company and the Hunt Pen Company.

LOW RATES TO CHICAGO.

Railroad Companies Resume Practice of Issuing Certificate Tickets to Out-of-Town Merchants Who Come Here to Buy.

The out-of-town merchants visiting the Chicago markets this fall for the purpose of purchasing winter stocks will be given a rate based on a fare and a fifth for the round trip, the basing rate being the same as last year, which will make the rate a little over 3 cents a mile for the round trip.

The Missouri, Kansas and Texas, at the meeting of the southwestern bureau lines, announced its intention of making a merchants' rate of a fare and one-fifth from all territory traversed by the Katy to St. Louis, and would offer the rate to lines north of St. Louis as a basing rate. The announcement came without warning and at the time of adjournment the competitors of the Katy had not recovered sufficiently to state their position.

It was announced outside that the Missouri Pacific-Iron Mountain system would take similar action. The Rock Island, which has big interests at St. Louis and Chicago, will meet the action of the Katy and extend the rate to include Chicago, thus forcing all lines to take similar action in order to be on a parity.

This is the rate asked by the local commercial interests from interstate points, but the western lines would not grant anything better than 2 cents a mile, but extended it to include all territory under the jurisdiction of the Western Passenger association, which takes in Cheyenne, Denver and Colorado common points on the west, but not interior Colorado. The rate was applied to New Mexico points by the Santa Fe, and the same territory will be covered by a rate on the new basis.

It will be a boon to the commercial interests of Chicago, as it will have the affect of greatly increasing the number of visitors to the local market and stop the tide toward the east, which is growing in volume because of the low rates to the Jamestown exposition, all tickets reading via New York, going or coming.

Business men do not support ideas and schemes that are not profitable. This is the reason why they do support the National Business Shows.

A "TRY" means A "BUY"

A chunk of glass with a cavity in it is not an ink-well—not by a long way.

The Sengbusch Self-Closing Inkstand

Is not an ordinary kind but THE MOST PERFECT AND PRACTICAL INK STAND EVER MADE. Prevents blots, trouble, worry and waste.

Uniform Dip

Self closing; self adjusting; non-spurting; non-evaporating; DUST PROOF and CLEAN

No. 2—3 in. CUT glass $2.00

No. 3—3 in. PLAIN Glass $1.75

Built of BRAINS GLASS and HARD RUBBER

Fully half the ink sold either evaporates or is spoiled by dust, because of poor inkstands

LIBERAL DISCOUNT TO THE TRADE

The Sengbusch Self-Closing Inkstand Co.

810 Montgomery Bldg., Milwaukee, Wis. New York Office, 003 Broadway.

To the Trade: Write for Sample Today.

No. 1—3 in. $1.50

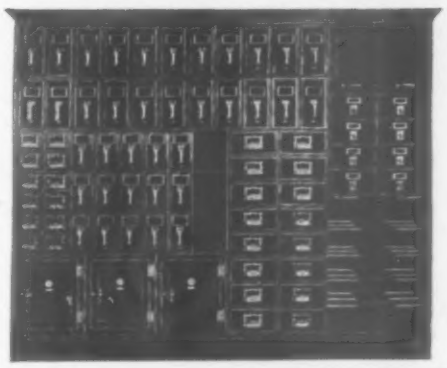
Note Change of Address

We have completed our new factory at New Brunswick, N. J., and moved our New York office to 35 Warren Street.

Write for samples of our new goods.

PEN-CARBON MANIFOLD CO. Inc.

Steel Filing Devices



We make a complete line of steel office furniture and will be pleased to send catalogues and price-list upon request. ¶ Our Vertical Letter File Sections cost the same as corresponding grade of wood cabinets and never shrink, bind or warp. Send for special circular.

Krag Imperial Cabinet Co.

816-822 Fulton St., CHICAGO, ILL.

DEALERS—STATIONERS—AGENTS EVERYWHERE **LOOK INTO INK-OUT.** It will remove those stains which ruin books and make hands unsightly. Does its work quickly and simply and without injury. Will instantly cleanse paper, linen, leather or the most delicate human skin.

INK-OUT is a powder. Keeps its strength in any climate and may be absolutely depended upon to remove almost any stain.

Especially useful to bookkeepers, clerks, druggists, photographers and housekeepers.

Price, 25 cents per Bottle

Each bottle good for 2,000 erasures. Sold by leading stationers and druggists everywhere.

Stationers and dealers wanted everywhere. We do a great deal of general advertising which is creating a local demand on you all. Be prepared to fill it.

THE ADNER LABORATORY CO. 5627 MUSGROVE ST. (DEPT. O.) PHILADELPHIA

LISTEN TO OUR "TALE"

ALL YOU MEN WHO HAVE TO DO WITH TYPEWRITER AFFAIRS

A Pin With A Handle
SUPERSEDES TACKS
Moore Push-Pins
GLASS heads, STEEL points

Handy on Every Desk

Many practical uses as illustrated, will suggest themselves if you have a Packet before you.

WILL NOT DISFIGURE WOOD OR PLASTER.

Indispensable for CALENDARS, SMALL PICTURES, POSTERS, PHOTOS, DRAPERIES, NICKNACKS and the numberless "LITTLE THINGS."

The transparent glass heads **harmonize with any color decorations.**

Packed 72 Packets in attractive easel-lid box together with handsome purple Plush Demonstrating Pad, which causes quick sales.

SUPPLIED BY JOBBERS OR

Moore Push Pin Co., 180 S. 11th St., Phila., Pa.

RIBBONS and CARBON PAPER
Contracted supplies in large or small quantities
PLAIN and DECORATED Boxes
SNELLING & SON, *Manufacturers to the trade*
SO. BROOKLYN, N. Y.

Over 100 reasons why they should be used.

Dealers:— There is no other one specialty that will pay you as handsomely as the

North American Typewriter Backing Sheets

An absolute necessity with all typewriters where clear neat writing is an object. As essential to the writing machine as a pad or backing is to a printing press. It will sell in every office. Most liberal discounts ever given on a patented, fast selling specialty. **Retails at $1.00 per doz.**
Extra inducement: Express paid on all orders placed in July. **Send at once for sample and prices.**

The North American Supply Co.
Long and High Streets Columbus O., U. S. A.

They ALL are pleased with
THE "LITTLE SHAVER" PENCIL SHARPENER
WHY?

Because IT Sells for $1.00

Cuts Like Your Knife
Just put in pencil and move handle to left up and down. *No grinding or twisting off of lead.*
LOW PRICED BECAUSE SO VERY SIMPLE
Cutter made of best steel. When dull in one place, SHIFT TO NEW POSITION. Need not be fastened on desk. Moved from place to place. Used as paper weight, if desired.

For the HOME SCHOOL OFFICE
DEALERS and AGENTS
Find it a BIG SELLER—GOOD MONEY.
WRITE FOR TERMS, ETC.
E. L. McDIVITT, Belvidere, Ills.

CALIGRAPH RIBBONS!
We find a large assortment of these one inch wide typewriter ribbons in our stock which we are willing to close out at 33c each. Every ribbon absolutely guaranteed.
W. Millard Palmer Co., Grand Rapids, Mich.

NEW QUARTERS FOR OLD WHOLESALE STATIONERY HOUSE.

Well-Known Book and Stationery Co. Forced by Growth of Business to Secure Larger and More Spacious Building.

The John L. Boland Book and Stationery Company of St. Louis have just moved into their magnificent new seven-story building situated on Locust, Sixteenth and St. Charles streets.

This building was erected for them and its appointments are such as to give every convenience and facility in the transaction of their large business.

The floor space, 130,000 square feet, affords ample room for the large stock carried by this firm and happily relieves the congestion experienced in the crowded quarters of their former building. The structure in appearance is in keeping with the spacious and handsome buildings which surround it. It is of the slow combustible type and equipped with the latest methods of lighting and ventilation. Electric elevators, gravity merchandise chute, automatic sprinkler system of the latest patent and other equally modern appliances and conveniences help to make the building a monument to the genius of the modern artisan.

The new location in the heart of the new business district is easy of access to buyers in and out of the city. Merchants from other cities will be benefited by this concentration of the wholesale stores of St. Louis. Arrived at the Union Station, a few minutes' walk will bring them to the rapidly growing wholesale district, where already, or soon, may be seen the massive structures of the Ely & Walker Dry Goods Company, Brown Shoe Company and others in course of construction.

The newly erected Marquette Hotel, two blocks from the Boland Building, will no doubt be well patronized by the visiting merchants.

Oldest in the Business.

The John L. Boland Book and Stationery Company is the oldest and largest book and stationery house in the country. Its business extends to forty states and is handled by a large corps of experienced and courteous traveling representatives. The founder of this firm, the late Mr. John L. Boland, was known among the business men of St. Louis to be a man of high personal and business qualifications. His untiring energy and absolute integrity find a fitting monument in the traditions which this house cherishes and in the maxims which guide it in all its business dealings.

The Boland office and sample room are located on the first floor, and as the new sample room is very spacious (double the size of the old one) and exceptionally light and cheerful, with everything classified and well arranged, buyers will find it both pleasant and profitable there to make their selections of staple and holiday goods, of which the Boland company are this season making the largest and finest display they have ever shown and one well worthy the consideration of all dealers visiting St. Louis, who handle books, stationery, fancy goods, druggists' sundries, toys, etc.

Heretofore the John L. Boland Book and Stationery Company conducted an extensive and profitable retail business. The elimination of this retail department, however, has been decided on owing to the marvelous growth of the wholesale trade in the last few years.

PAPER and ENVELOPES

(By Special Correspondence.)

Appleton, Wis.

The probability that some of the Wisconsin mills will not join the proposed combine of all the print paper mills in the Northwest, being engineered by John J. Hanrahan of New York, may result in the abandonment of the scheme.

John McNaughton, owner of the Patten mill in Appleton, the Outagamie mill at Kaukauna, and the Nekoosa mill, having a combined tonnage of 107 tons daily, has stated that his mills would not enter any merger. It is also known that the Kimberly-Clark mill at Niagara, with sixty tons, will not go into the company, and it is reported on good authority that the two mills at Grand Rapids have refused to enter the agreement.

These six mills have a capacity of 215 tons daily, and can cut a big figure in the market in case the mergered interests, should all the other mills in the three states go into the consolidation, start to cutting prices.

Boston, Mass.

Campbell Manufacturing Co., of Boston, has been incorporated for the making of all kinds of paper, with a capital of $50,000. William Campbell is president, of Jamaica Plain; William Waiss is treasurer, of Boston.

Ballston, N. Y.

A little clothing and a few bones were all that was found of Sylvester Nacoski, 24 years of age, who is supposed to have fallen into a "digester" at the Union Bag and Paper Company's mill, during the middle of July.

Brooklyn, N. Y.

Exhibitors from Brooklyn, who are making a display at the International Paper Exposition in Paris, are the Brooklyn Daily Eagle and the Mergenthaler Linotype Co.

Catawissa, Pa.

The Pennsylvania Paper Mill at this place was shut down for several days during the latter part of July, because of the breaking down of an important piece of machinery.

Chicago, Ills.

The six-story double brick building at 120 and 122 Franklin street, Chicago, occupied by the Swigert Paper Company, collapsed on July 23rd, and partly wrecked another building. No one was injured.

The building was valued at $40,000 to $50,000. The exact cause of the collapse is not known, but it is thought the main supports on the second floor broke under the strain of many tons of paper.

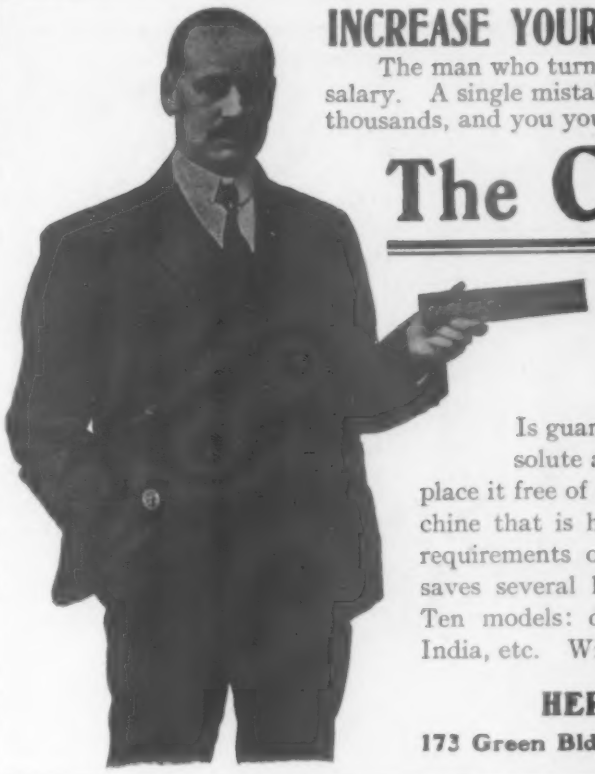
Nothing except the walls of the first floor of the building remained standing. The fact that the accident occurred at an early hour in the morning prevented a great loss of life, as more than thirty men and a number of women were employed in the building.

Building commissioner of Chicago claims that gross neglect to observe rules of the building department caused the collapse.

George S. Fox & Company, has been incorporated at Chicago, to deal in all kinds of paper. Capital, $100,000. George S. Fox, Guy E. Summers and Noble B. Judah are the incorporators.

Cincinnati, Ohio.

The Hartford City Paper Company has filed a notice showing that all of the preferred stock of the company has been retired.



INCREASE YOUR EARNING CAPACITY 25%

The man who turns out correct work receives the highest salary. A single mistake in addition may cost your employer thousands, and you your position.

The Calcumeter

The **STANDARD DESK ADDING MACHINE**

Is guaranteed for three years to add with absolute accuracy; otherwise I will repair or replace it free of charge. The only durable adding machine that is handy and serviceable. Meets all the requirements of 90% of adding machine users, and saves several hundred dollars in cost. $15 to $30. Ten models: decimal, fraction, architect's, English, India, etc. Write for catalog 17 and free trial offer.

HERBERT NORTH MORSE

173 Green Bldg. Trenton, N. J.

C. H. DEXTER & SONS

Windsor Locks, Conn.

make PRINCESS COVER Papers for Catalogues, and

STAR MANIFOLD LINEN

Papers for Carbon Manifolding in all its branches

WANTED

GOOD OFFICE APPLIANCE DEALERS—AGENTS AND SPECIALTY MEN

to sell the

THEXTON LINE OF ENVELOPE SEALERS

This is only one of our models. Will seal 2500 to 3000 an hour. It is Simple—Neat—Accurate—Durable—Practical. We make both hand and electric models, sealing from 2500 to 8000 an hour. So simple a boy can do the work instantly and always get your mail out on time neatly and accurately.

Ask for list of pleased users.

Over 6000 in daily use

Write for full particulars and get your agency. Will seal any kind of envelope.

Acorn Brass Mfg. Co.

51 N. Peoria St., CHICAGO, U. S. A.

The **Commercial** SECTIONAL ROUTING and RECORDING SYSTEM

It shows how thoroughly and systematically your territory is being covered and if to the best advantage, routes of traveling salesmen, their territory, whether too much or too little, how covered, and where your customers, agents or business interests are located. It points out good towns where you have no trade; helps you to choose the shortest and least expensive routes for salesmen. Shows competitive freight rates, advertising contracts, signs, inquiries, prospective trade, collections, etc.

Write for "Business System in the Sales Department," it tells you all about it. FREE.

Built up with Top, Base, Four, Six or Eleven Drawers, Map Sections, 3x5 or 4x6, Card Index Sections and Stand. Any number of states desired.

The Perine & Mosely Co. 993 DEARBORN ST. CHICAGO

LOOK FOR
THE NAME
CARTER'S
ON EVERY SHEET OF
TYPEWRITER
PEN and PENCIL
CARBON PAPER
WRITE FOR OUR
SPECIAL TRADE
PROPOSITION.
THE CARTER'S INK CO.
BOSTON · NEW YORK · CHICAGO.
NONE GENUINE Unless Stamped "CARTER'S"

NATIONAL
Business Show
ATLANTA, GA.
December 2nd to 7th, 1907
See Page "Ad"—this issue.

TYPEWRITER
DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

PAPER AND ENVELOPE NEWS.—Cont.

Dayton, Ohio.

The Mercantile Corporation, located in the old Meade Paper Company's plant began on July 1st on its four-year contract with the government to furnish the stamped envelopes and wrappers used by the Postoffice Department. The plant, which is still incomplete, has been turning out stock in limited quantity for the past two weeks. The contract calls for the delivery to the agents of the postoffice department of five million pieces each day. They have been turning out over one million pieces per day for the past two weeks and the stock thus accumulated will be used to help in the filling of the prescribed daily quota until the machinery is in perfect order. This enterprise will add about 400 men to the working population of Dayton.

The plant will consume 18 tons of paper daily and this will be furnished by the Aetna Paper Company of this city.

Fort Wayne, Ind.

"Tony" Trentman and others have leased the plant of the United Box Board & Paper Co. of this city and are installing a battery of six modern boilers and removing the old and worn out machinery from the mill and equipping it with modern machinery for the manufacture of straw paper. George McClung, former manager for the mill, is superintendent of repairs and will be the manager in charge when it starts, which will be about the middle of August.

Glens Falls, N. Y.

The International Paper Company announce several more changes in their personnel. Charles H. Griffing, who for several years has been associated with Geo. T. Underwood has been designated as manager to succeed Mr. Underwood, who has recently been appointed general manager.

Bryan L. Seelye, formerly cashier of the Glens Falls Mill, but for a year or two past stationed in the New York offices, has been promoted to assistant manager of the manufacturing department. W. Arthur Whitcomb, a former Glens Falls man, is manager of the Glens Falls department.

* * *

Henry E. Cowles of Corinth, has commenced a negligence action against the International Paper Co. to recover $10,000 damages for injuries sustained in an explosion at the company's plant.

Kaukauna, Wis.

The Thilmany Pulp & Paper Co. has announced several new appointments made necessary by the death of the late superintendent, O. M. Farwell. John Farwell, former day foreman, has been made superintendent of the paper making department, and Oscar Byrnes of Hooland, Mich., has been made master mechanic in charge of all the machinery of this big plant. Mr. Byrnes worked for the company twenty years ago and built the Thilmany pulp mill, then standing on the site of the present mill. He was patentee of the American pulp grinding machine used by Mr. Thilmany at that time. Frank Weinkauf, night foreman of the machines, has been advanced to the position of day foreman, and William Leudtke, machine tender, has been made night foreman.

Keokuk, Iowa.

C. F. McFarland and William Rees have incorporated the Rees-McFarland Paper Company here, with a capital of $25,000, for the purpose of buying, printing and selling of pa-

PAPER AND ENVELOPE NEWS.—Cont.

per stock and products. Fifteen thousand dollars of the stock is to be common, which is now issued and fully paid up, and $10,000 is preferred, to be issued at the discretion of the board of directors.

The company began business July 3, 1907, and will exist until July 3rd, 1927. It will be managed by a board of four directors who shall be elected at the annual meeting of the stockholders. The highest indebtedness shall not exceed two-thirds of the outstanding capital stock and the private property of the stockholders shall be exempt from payment of corporate debts.

Menasha, Wis.

The John Strange Paper Co. of this place has just finished a fine three-story solid brick addition to the warehouse, which doubles the storage capacity of the mill. Work has begun on an addition to the mill proper that will be ready for the fall business. This addition will house a modern improved paper machine 410 inches in width. This new machine and a fine stock of calendars are now in the warehouse ready to be installed as soon as the addition to the mill is finished.

Manitowoc, Wis.

Print paper mills of Wisconsin, Minnesota and Michngan are to join in one big syndicate, if reports are true, although later reports have it that such a deal has fallen through. John Hanrahan of New York, has been engineering the deal. The meeting place for the makers of paper was at the Hotel Pfister in Milwaukee, but owing to the absence of L. M. Alexander, who was secretary and general manager of the General Paper Co., the arrangement was delayed.

The success of such a syndicate will rest upon the understanding arrived at for the value of the individual plants.

Mackinac Island, Mich.

Forty-eight delegates, representing the paper jobbers of the National Paper Trade Association met in convention in this city on July 27th, at the Grand Hotel. Delegates from Denver, Tawas City, St. Paul, Minneapolis, Pittsburg, Philadelphia, New York and Boston make up those in attendance. In view of the constitution, little of the business discussed at the meeting has been made public.

New York, N. Y.

James J. Tucker Company has been incorporated here for $10,000, to wholesale and retail paper and paper stock. James J. Tucker, Richmond Hill, N. Y.; George F. Hills, New York; Charles R. McBride of Brooklyn, are the incorporators.

* * *

At the annual meeting of the stockholders of the Commercial Envelope & Box Co., held on July 10th, the following officers were elected: B. B. McFadden, President; O. D. McFadden, Vice President; H. H. Harold, Secretary; H. F. Kent, Treasurer.

The new board of directors is composed of James H. Fuller, E. W. Peabody, Charles E. Lee, George S. Robinson, Joshua Capen, B. B. McFadden, O. D. McFadden and H. M. Harold.

The business of the concern was reported to be in a most flourishing condition and the company intends to install new and additional machinery this year. Everything appeared to be favorable to the stockholders and the financial report of the treasurer showed an increase much in excess of former years.

Portland, Maine.

American Tablet & Paper Company has been incorporated here for $1,000,000 for the

PRECISION POSTAL SCALE
Capacity, 4 lbs. by ½-oz. Price $2.50

Why the TRINER Postal Scales

are the Only Positively Accurate and Scientifically Perfect Automatic Scales made.

BECAUSE — They do not show any variation, no matter where the article is placed on the platform, they register always correct.

They are constructed entirely of the best Cold Rolled Steel; absolutely no castings to break in transportation, and are handsome in design and finish.

Sold by all Leading Stationers.
If yours cannot supply you, we will prepay the Express charges.

TRINER SCALE & MFG. CO.
1255-57-59 West 21st Street, CHICAGO, ILL.

IDEAL POSTAL SCALE
Capacity, 2 lbs. by ½-oz. Price $1.50

The Wholesale Typewriter Company.

W. W. RAMER, PRES. & TREAS.

CABLE ADDRESS SALETYPE

ALL MAKES
"TO THE TRADE ONLY"

108-110 Duane Street
New York.

Four Good Reasons

WHY YOU SHOULD TRADE WITH US

1 The Original and Only Exclusive Wholesale Typewriter House in the United States.

2 Our Success Depends on Our Ability to Please You.

3 Our Customers Get First Call on the Best Machines Obtainable in the Largest Typewriter Market in the World.

4 Our Customers Can Take Orders for Any Make of Machine on the Market and Know that we Can Furnish Them.

HAVE YOU A SURPLUS OF ANY MAKE OF MACHINES? IF SO WRITE FOR OUR TERMS OF EXCHANGE FOR STOCK THAT YOU CAN SELL

DEALERS Send us your name and we will mail you some special Quotations that will interest you

WHOLESALE TYPEWRITER COMPANY

108-110 Duane St., New York, U. S. A.

We are now equipped to fill foreign orders promptly — Used or Rebuilt Machines

Keystone and Blue Seal

The Celebrated

Blue Print Papers

Manufactured By The

Keystone Blue Paper Company

Philadelphia

Importers and Manufacturers of

Drawing Materials and Engineers' Supplies.

"Goods only of known Quality."

HIGGINS'

Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter supplied to the Trade.

Consumers, emancipate yourselves from the use of corrosive and ill-smelling inks and adhesives and adopt the **Higgins Inks and Adhesives.** They will be a revelation to you.

AT DEALERS GENERALLY

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N.Y., U.S.A. New York — Chicago — London

NATIONAL

Business Show

ATLANTA, GA.

December 2nd to 7th, 1907

See Page "Ad"—this issue.

TYPEWRITER DEALERS

You will learn something of **Importance** and **Benefit** to you if you will turn to and read page 3, this issue.

PAPER AND ENVELOPE NEWS.—Cont.

manufacture of pulp and paper. W. N. Gunderson is President, Chicago, Ills.; C. J. Nichols, Treasurer, of Portland.

Pittsfield, Mass.

The Eaton Hurlbut Paper Company recently distributed $1,730 in prizes for the best letters written on and about their hot pressed vellum. The judges were all prominent literary men. Among the successful contestants was Miss Anna Barodel, of North Adams, Mass., winning $150.

St. Louis, Mo.

The Seamless Paper Milk Bottle Co., incorporated here for $100,000. Max A. Cohn, Frank E. Emerick, A. J. Platt and James J. Hannerty are the incorporators.

* * *

The Graham Paper Company have a twenty years' lease on their new building, to be erected at the corner of 11th and Spruce streets. The lot fronts 187 feet on Spruce street, and has a depth of 200 feet on 11th street. The land cost $150,000. Work on the new building will be begun at once.

Spokane, Wash.

Gray, Ewing & Company, wholesale paper dealers, have purchased a lot 50x74 feet on the southwest corner of Front avenue and Colfax street, for $5,000, as an extension to the warehouse site secured by them a year ago.

Sedro-Wolley, Wash.

The Everett Paper Mill Company is engaged in a new industry with a view to the future prosecution of paper making. The company has secured land along the Skagit river and in this immediate vicinity, upon which it has begun a systematic cultivation of cottonwood, the fibre of which is the principal element to paper making in this country.

Syracuse, N. Y.

A judgment in favor of John Wright and against the Kenyon Paper Co. and others, in a test case was affirmed unanimously with costs by the Appellate Division of the Supreme Court at Rochester, N. Y., when it handed down a long list of decisions.

Springfield, Mass.

Mark L. Davidson, manager of the Davidson Paper Box Co., filed a petition on June 29th in bankruptcy. He places his liabilities at over $2,500. The factory is locatd at 829 North 11th street. The principal creditors are the Springfield Paper Co., Abbott Brothers, Percy L. Taylor and the Capital Foundry & Machine Works.

Watertown, N. Y.

Judgment was entered to-day in favor of the Remington & Son Pulp & Paper Co., against Edward W. Remington. Therein it is adjudged and decreed that the plaintiff is the owner of certain real estate at Black River and the defendant is ordered to execute and deliver to the plaintiff a sufficient warranty deed and to pay $110.31 for costs and disbursements.

* * *

A certificate of increase of capitalization of the Raymondville Paper Co., from $175,000 to $500,000 has been filed in the county clerk's office.

Hartford, Conn.

The plant of the Hartford Manufacturing Co. is practically shut down as a result of the authorities in Washington in accepting the bid of the Mercantile corporation of Detroit.

It is expected, however, that the new company will not be able to handle its large contract and that the old company will eventually have their business back again.

AMONG The DEALERS

(By Special Correspondence.)

Chattancoga, Tenn.

E. M. Wright, president of the L. B. Graham Office Supply Co., of this city, recently filed a petition in bankruptcy against the firm after the concern had filed a bill in chancery accusing the secretary, W. J. Aird, of appropriating to uses not of the business about $1,000. It is charged that Aird took the money from the firm's funds and charged the amount to his personal account. The whole matter is said to be the result of a falling out among the partners.

Jackson, Miss.

The two items that follow have been forwarded to this office with the request that they be published. The first one is taken from the New Orleans Picayune and the other comes from Jackson, Miss. They are both printed for what they are worth, and this paper does not assume to know any of the circumstances surrounding the transaction spoken of:

"Some little surprise was occasioned here to-day when it became known that an involuntary petition in bankruptcy had been filed against H. V. A. Wightman, manager of the Office Appliance Company, a concern that has had existence for a year or so, and was supposed to be doing well. Mr. Wightman organized the business, putting in a line of typewiters and typewriter fixtures, office stationery and other such articles, and had acquired quite a large clientele. Among the plaintiffs for bankruptcy orders are the Capital City Bank and Trust Company; W. T. Pate, receiver of the Mississippi Seating Company; Weiland Book and Stationery Company, and others, who hold large accounts against Wightman. The petition was filed yesterday, and the papers put into the hands of a deputy marshal for service, but so far Wightman has not been located, and no one here knows anything of his whereabouts. The more conservative minded are of the opinion that he has merely gone to some of the springs or other resorts, and that his absence is only temporary, and not intended to evade payment of his just debts. The stock and fixtures, it is believed, are sufficient to cover the liabilities, and it is believed that the creditors will lose little if anything.

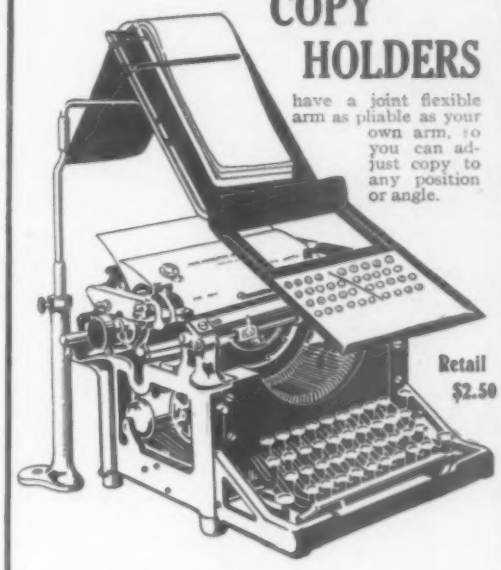
Salt Lake City, Utah.

The Breeden Office Supply Company of Salt Lake filed with the county clerk Saturday an amendment to its articles of incorporation increasing its capital stock from $10,000 to $35,000, divided into shares of the par value of $10 each. There are 1,500 shares of preferred stock, with a guaranteed dividend of 8 per cent, and 2,000 shares of common stock.

Peoria, Ill.

Spencer Pinkney, Hazer Smith and Arthur Lane, three thrifty young Peorians, formed a partnership under the firm name of Pinkney, Smith & Co., and are engaged in the office fixture business in Chicago. The firm have their offices at 80-84 Adams street. Hazer Smith was formerly with the L. C. Smith Typewriter Company at Peoria, and Arthur Lane was formerly with the grain inspection bureau. Frank Pinkney, a Peoria boy, is working for the firm.

"RIGHT-IN-SIGHT" COPY HOLDERS



have a joint flexible arm as pliable as your own arm, so you can adjust copy to any position or angle.

Retail $2.50

You can use them with any make of Typewriter or Adding Machine, or even Elliott-Fisher Billing Machines, at any height or any angle. Shield will hold Copy Books, Loose Sheets, Cards or Books with Stiff Covers.

HAS PERFECT LINE INDICATOR
Saves Eye-Strain—Increases Efficiency

Spacer, 25 Cents Extra

The IDEAL Copy Holder for schools teaching "touch system" work; promotes confidence in keyboard by hiding it, yet does not obstruct view of work.

Some of our dealers and agents have equipped whole city, county and state offices.

DEALERS Write For Our SPECIAL TERMS TO THE TRADE

A BIG MONEY MAKER FOR CANVASSERS

COMBINED TOOL COMPANY Leominster Mass.

"Just Read the Dial" Pelouze Postal Scales

Designed for
Office, Store and Home
Warranted Accurate

National	4 lbs.	$3.00
Union.	2½ lbs.	2.50
Columbian	2 lbs.	2.00
Star	1 lb.	1.50
Crescent	1 lb.	1.00

Mail & Exp.	16 lbs.	$5.00
Commercial	12 lbs.	3.75
U. S.	4 lbs.	2.50
Victor	1½ lbs.	2.00

"They tell everythig at a glance"

In addition to giving the accurate weight by one-half ounces, they tell instantly the exact cost of postage in **cents** on all classes of mail matter.

The index starts at the top and travels through a slot, pointing exactly to the information required.

You don't have to stoop to read the dial, as in other makes.

"They save time and stamps"

For sale everywhere by leading stationers and hardware dealers.

Insist on getting the **Pelouze** make and you will have the best. If your dealer cannot supply you, order direct.

Send for Catalogue "P"

PELOUZE SCALE & MFG. CO.
118-130 W. Jackson Boulevard
CHICAGO

IT FEELS GOOD TOFEEL SAF E

We Ken Brawly what We Hae, *i. e.,*

The Best PAY ROLL CHECK in the world

considering: 1st, Simplicity; 2nd, the rapidity with which it can be issued; 3rd, the safety feature which cannot be equalled at any price; 4th, that it is more difficult to duplicate or forge than any other check.

NO MACHINE. We Have Other Good Things. WRITE TODAY.

Modern Check Co.
Box 364, Sta. H CLEVELAND, OHIO

WANTS

NOTE—"Want" advertisements are received for this department at 2 cents a word for light faced type and 3 cents a word for heavy faced. Minimum charge of 50 cents. Only legitimate advertisements received, and those relating to trade necessities.

HELP WANTED.

TYPEWRITER SALESMAN WANTED for the city of Denver, Colo., for rebuilt typewriters and supplies. Chance for successful Eastern fellow who desires a year in the Colorado climate. Address The Capital Typewriter Exchange, 1649 Champa St., Denver.

TYPEWRITER REPAIRMAN wanted for Underwood and Smith Premier agency. Permanent position to competent man. Good pay. Address H. & W. B. Drew Co., Jacksonville, Fla.

SEVERAL STRICTLY HIGH-CLASS SALESMEN who have had experience in office work, accounting and modern systems ideas, can procure valuable territory in the Southeastern states. Address Progress, 709 Austell Building, Atlanta, Ga. 8-07

WANTED—Two experienced young typewriter salesmen for splendid territory in Ohio. Excellent propositions for the right kind of men. We sell three new machines and **all standard** machines **rebuilt** and **second-hand.** Every business office and professional man a possible customer. Give all details in first letter. Address "Good Position," care Office Appliances, Chicago.

BOOKKEEPER—Young business college graduate anxious for practical experience; good chances for advancement. Address "Hapgoods," 305 Broadway, New York.

OFFICE APPLIANCE & SPECIATLY CO., Manufacturers' Agents, Suite 1, Burt Block, Youngstown, O. Sales agents for office appliances of merit. Correspondence with manufacturers invited.

SALESMEN WANTED—Two first-class men. Must be A1 fellows and know what the selling game is. Wanted for one of the largest typewriter concerns in St. Louis. Excellent positions for right men. Address ST. LOUIS, care Office Appliances, Chicago.

SALESMAN WANTED—Established adding machine company has an opening for a first class man with experience; city territory; excellent opportunity for the right man. Snow, care O..ce Appliances, Chicago, Ill.

WANTED—Experienced man (American) to examine important patented improvement in filing devices by well known inventor, with view to aiding with capital in marketing. Worth inquiry by competent organizer of salesmen. State age and experience. Address Manager, care O..ce Appliances.

HELP WANTED—Experienced typewriter salesman to take charge of department; local Oliver agents doing large business; good chance for progressive man. Do not reply unless you are a first class man and worth a good salary, as we pay well and must have results. City healthy, live and growing. Southern Stamp & Stationery Co., Richmond, Va.

WANTED—A large commercial stationery house, making a specialty of all kinds of office devices, wants a general repairman, able to handle all kinds of machines. Will pay $15 a week, with a commission of 10 per cent on all outside work. Good opportunity for sober, honest man. Address, VIRGINIA, care Office Appliances, Chicago.

WE WANT A MAN of good education and character; a hard, persistent worker, to present a high grade office appliance and system to the best business houses and banks. One who has had experience in office work, accounting, modern system ideas, with or without selling experience can qualify. This is a chance for the right man to work into a splendid paying position. Write, stating age and experience. Address, ELLIOTT-FISHER CO., 339 Broadway New York City.

WANTED—SALESMAN FOR TIME RECORDER LINE to take charge of St. Louis and surrounding territory with sub salesmen. Position should pay on commission basis $2,000 to $3,000 per annum. Give experience and full details in application. Also good men wanted for Chicago and other points. Only those with good record as to honesty and sobriety will be considered. Address J. H. Wilson, 33 Dearborn St., Chicago.

WANTS

SPECIALTY SALESMAN WANTED by one of the largest office appliance and supply dealers in the South. Good opportunity for right man. Address Fielder & Allen Co., Atlanta, Ga.

SALESMAN WANTED—One of the newer typewriter companies desires a good active salesman for their various agencies, and the company's sales manager will correspond with a competent man for the position. $25 weekly paid. State experience. Address Camping, care Office Appliances, Chicago. Mass.

EASY MONEY MADE.
If you want to make "easy money," write to-day for particulars and prices for the sale of the Defiance Check Protectors. Fine chance for hustling stationery, office supply, safe or typewriter dealers and salesmen. Good commissions. Address Geo. Brunssen, Mgr., St. Louis Sales Office, 12 No. 4th St., St. Louis, Mo. 6-07

SALESMEN WANTED—A new adding machine company with one of the most attractive high grade machines yet offered the public, has, for the present, a few positions open to several first-class capable men, able to handle an adding machine proposition. Possibilities for good men range from $2,500 to $5,000 a year. Correspondence confidential. Address, PRUDENTIAL, care Office Appliances, Chicago, Ill.

SALESMAN—A device which sells to every owner of a safe. Excellent side line. Sample 50c. Homer T. Smith, Burt blk., Youngstown, Ohio.

WANTED—Good salesmen for the selling of office appliances of all kinds. Exceptional opportunities offered for those who "know how." Interested parties may write the publishers of Office Appliances, who will be pleased to put worth men in communication with the proper parties. We particularly solicit correspondence with those who can sell typewriters, adding machines and commercial stationery. Address, Publishers, Office Appliances, Chicago, Ill.

SITUATIONS WANTED.

POSITION WANTED—By clerk with eight years' experience in the book and stationery business; well posted with typewriters, filing cabinets, blank books and general line of stationery. Harry L. Heymann, College Hill, Easton, Pa.

TYPEWRITER MANAGER, 15 years' experience, desires position organizing selling force in the United States or foreign country. Best of references. Address BRIGHT, care Office Appliances, Republic Building, Chicago.

OFFICE SUPPLY DEALER would like to make a change. Would like position as salesman for large Office and Stationery Supply House. Age, 23. Best of references given. Address John McPherson, Litchfield, Ill.

SPECIALTY SALESMAN, posted on blank books, papers and supplies. Is able to dress windows. Understands typewriters, adding machines, and can make repairs. Address H. L. Heymann, 518 McCartney St., Easton, Pa.

EXPERIENCED TYPEWRITER MAN desires position in the South. Five years' experience as salesman and branch office manager. Competent to take charge of department. At present with the Underwood Co. Best of references as to character and ability. Strictly temperate. Address EDIFICE, care Office Appliances, Chicago.

EXPERIENCED MANAGER for a department of office appliances and specialties in a commercial stationery store or with general agency. Best of references and the experience of the best. Understands the typewriter and adding machine game thoroughly. Address COURT, care Office Appliances, Republic Building, Chicago.

A STATIONER AND OFFICE SUPPLY MAN having just sold his interests in a successful commercial stationery business, would like to become connected with similar store in the Southwest (Oklahoma, Texas, New Mexico or Arizona) with a view of investing for a future partnership if conditions are proper. Would consider traveling position as salesman. Address D. L. Parkhurst, 229 West Jefferson St., Decatur, Ill.

SPECIALTY SALESMAN
Desires agency for high grade device in office or factory appliance for New England territory. Line must have exceptional merit, substantial backing and possibilities of interest to high grade men. No others will be considered. Manufacturers, address "S. D. S.," 1031 Old South Bldg., Boston, Mass. 5-07

WANTS

MECHANICIAN who has a thorough knowledge of the typewriter trade, and capable, if called upon to repair any standard machine; desires situation (middle West preferred). Management of branch agency of first-class machine or mechanical office appliance department in large store will be considered. Advertiser will be in New York end of June. Best of references furnished. Address MECHANICIAN, care Office Appliances, 1901 Tribune Building, New York City.

A SUCCESSFUL MANAGER having held a responsible position for years desires to make a change. Would accept management of Office Appliance Department of some large concern, or typewriter agency. Would consider traveling position, either in United States or foreign country, Great Britain or her colonies preferred. Experienced in publicity work. Address ELDER MAN, care Office Appliances. Chicago.

FOR SALE.

TYPEWRITER BUSINESS for sale. Agency and repair departments. In large growing southern city. For particulars address Army Cycle Co., Charleston, So. Carolina.

TYPEWRITER SPECIALTY for cleaning type and oiling. Indispensible to the operator. Sells for 25c. Samples to dealers 10c each. Adrian Typewriter Exchange, Adrian, Mich.

FOR SALE—Patents in U. S., Canada and England, also complete tools for manufacture of useful stationery article costing less than 10c and selling for 50c. Address "PATENTS," care Office Appliances, Chicago.

FOR SALE—Patents offered for the manufacture of a new duplicator of the rotary class, that is simpler, cleaner and quicker than anything on the market. Cost of maintenance smaller than others. Address "Stencil-Less," care Office Appliances, Chicago.

BUSINESS FOR SALE—The opportunity of a decade is offered the right party to purchase an established and well established typewriter business in New York state, having valuable agencies and paying good dividends, at about inventory of $5,000. Must be sold immediately. Address "Immediate Delivery," care Office Appliances, Chicago, Ill.

FOR SALE—An established typewriter supply business for sale in a large middle west city. Have exclusive agency for first-class line of carbons and now doing good business. Owner going to California and will sell for inventory at about $1,500. Address JOSEPH, care Office Appliances, Chicago, Ill.

FOR SALE—U. S. Patent for combination Swinging and Folding Desk Shelf, superior to anything now on the market. Cost to manufacture will not exceed 60 cents each. Can be retailed for $2.50 or more. Price for patent only $300 if sold within 30 days. Address "INVENTOR," Box 127, Cincinnati, Ohio.

FOR SALE—A typewriter exchange in eastern city, paying $3,000.00 net yearly. On account of sickness must leave for California. Will sell at inventory—about $2,500. Established five years. Well located. For particulars address EXCHANGE, care Office Appliances, Chicago, Ill.

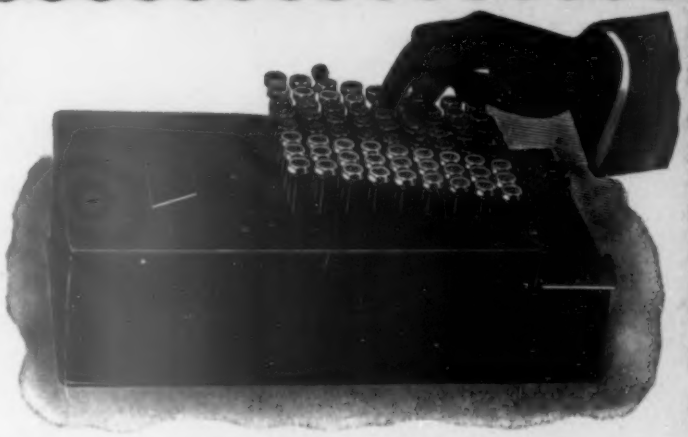
FOR SALE—Established typewriter business in southern city of over 100,000. Owner wishes to retire from active management. Address Who Company, care Office Appliances, Chicago, Ill.

MISCELLANEOUS.

WANTED—Established, going and paying manufacturing business needs $5,000.00 to $6,000.00 additional capital. Has well equipped plant, machinery and good business, and manufactures articles covered by patent. Is in a position to double present business within twelve months. Line very popular with stationers. Business started five years ago on $500.00; now has a plant and machinery equipment alone worth $10,000.00, exclusive of good will, accounts, patents, etc. Opportunity with right party with selling ability to secure interest in business. Address, LUCIUS, care Office Appliances, Chicago, Ill.

AGENTS—Something new, Copyrighted. Typewriter Backing Sheets; saves the machine, improves letters and carbons, gives easy touch, deadens sound, saves type and roller, makes old rollers and type work like new and many other reasons why every stenographer should use our sheets. Can sell one to twelve dozen in every office where typewriters are used. Handsome profit; 10 cents for postage on agent's sample and prices. North American Supply Co., Columbus, Ohio.

Comptometer Triumphs



Over listing-and-adding machines where the work is heavy and where time and money are factors.

Large stores find the Comptometer the speediest, most reliable and accurate after having used listing-and-adding machines for years or had them on trial. Many have from 75,000 to 300,000 sales checks daily to be added three or more times for various data.

Recent efforts to displace Comptometers for this class of work have proved futile.

Business men and auditors are quick to adopt the Comptometer once they see how much work it turns out and the enormous saving it effects.

The Comptometer has a Record for Adding 500 Sales Checks in 4 Minutes and 19 Seconds

On no other adding machine can this be done in twice the time. **Positive Proof of the Speed, Accuracy and Superiority of the Comptometer.** This is not a remote instance of the success of the Comptometer in one line of business; it will do the same in your office, no matter what your line of business. For 95% of the work, Comptometers have supplanted listing-and-adding machines, in numerous offices where they had been used for years.

A FEW PROMINENT CASES:—John Wanamaker, New York and Philadelphia, after a competitive trial, purchased 57; Fair, Chicago 21; Siegel, Cooper & Co. 16; T. Eaton & Co., Toronto 16; Kann's, Washington 11; Houghton & Dutton, Boston 8; Jones Dry Goods Co., Kansas City 8; May Company, Cleveland 5. Sears, Roebuck & Co., Chicago, use Comptometers to check the work done by listing-and-adding machines.

It requires fewer Comptometers to perform any class of arithmetical work than it does of any other adding or calculating machine.

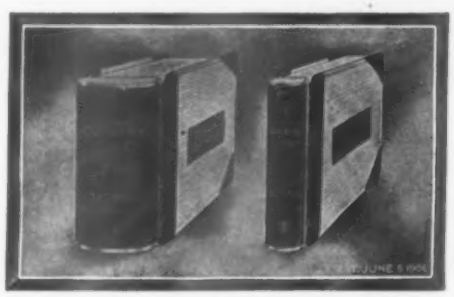
It does not cost any more because it adds, multiplies, divides or subtracts. A nominal price within the reach of every business house. One price to all.

Small as well as prospective users of adding or calculating machines can profit by the experience of large users and adopt the right machine at once. The Comptometer involves no change in your systems. Simply changes your method of performing arithmetical problems. If your system is not as effective as you want it, the Comptometer will improve it.

There are numerous short-cuts for every line of business which can be used in connection with the Comptometer. These short-cuts would be too lengthy by mental process and require too much thought, but the Comptometer takes care of all the drudgery, labor and mental strain. Its steel brain eliminates mistakes and keeps yours clear for details requiring deeper thought. *Delay no longer.* Write for pamphlet and special trial offer. Sent, express paid, on trial to responsible parties in the United States or Canada.

FELT & TARRANT MFG. COMPANY, **867 North Paulina Street, Chicago, Illinois**

Salesmen Wanted



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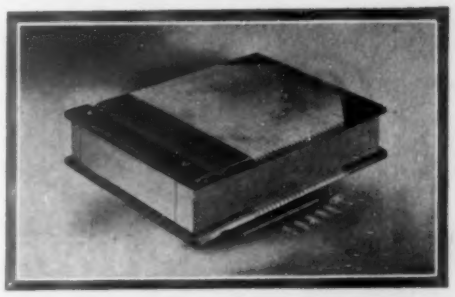

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